

Fence Industry



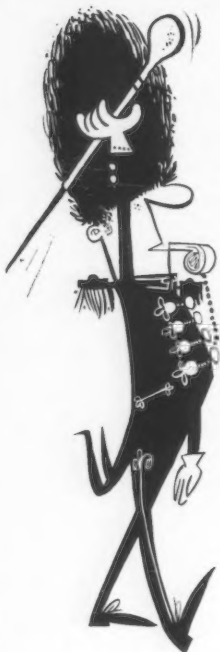
TRADE NEWS...

JANUARY 1959

The Journal of All Fencing

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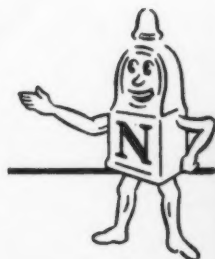
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The Journal of all Fencing and Erecting

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FENCE INDUSTRY Trade News, January 1959. Published by Ellison Publications, Inc., (Executive and Editorial Office) 127 N. Dearborn St., Chicago 2, Illinois, U.S.A. Edward H. Ellison, President; R. Ellison, Secretary.

ADVERTISING: Refer all advertising as well as editorial matter to Fence Industry, 127 N. Dearborn St., Chicago 2, Ill. Telephone: RAndolph 6-2119—6-2120.

NEW YORK ADVERTISING REPRESENTATIVE: C. Ellison, Fence Industry, 507 Fifth Ave., New York 17, N. Y. (Suite 706) Tel. MUrray Hill 2-2444.

CLOSING DATES for advertising for each issue is the first of the month preceding date of issue. Directory issue out December (annually) closes October 15th.

SUBSCRIPTION RATES: United States, U. S. Possessions and Canada: Single Copy 60¢—One year \$5.00—Two years \$8.00 (Canada add 50¢ to annual subscription for special handling.) Foreign: One year \$6.50—Payable U. S. funds.

MANUSCRIPTS, photos, drawings and other material submitted for editorial consideration are sent at contributors' own risk. Return postage should be included otherwise material will not be returned.

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Accepted as controlled circulation publication at Pontiac, Illinois . . . P. O. send form 3579 to 127 N. Dearborn St., Chicago 2, Illinois.

EXTENT and LEANINGS!

EDITORIAL

The fence industry has many facets. It is not confined to merely the erector of chain-link fences. It includes those who make a business of selling and erecting any structure which may be deemed a true fence. Whether the fence is wood, chain link, ornamental iron, block, fiberglass, barbed wire, farm or a combination of these and other materials.

To mention just a few of the kinds of firms active in this field; we have the manufacturers of chain-link, wood, and ornamental iron selling a complete package to the consumer. Namely, producing the product and undertaking the installation. Others active in the field include those in the erecting business, the retailers, wholesalers, importers, exporters, contractors, landscapers, landscape architects, wholesale hardware firms, farm co-operatives, welding shops, aluminum, steel, ornamental iron and lumber mills as well as plastics manufacturers producing the finished product . . . for fence companies . . . plus, the retail outlets in hardware, paint, lumber, venetian blinds and other fields who make a good business out of selling fence and fence products and hiring outside erectors to do their installing.

The fence business neither starts nor ends with the sale and erection of fences. myriads of manufacturers and suppliers of fittings, hardware, electric, hand and welding tools, cement, drills, and incidental items tie-in to the fence business as well as those manufacturers whose sole operation is the making of gates.

Another lucrative segment of the fence business, without which there would be no woven wire or chain-link fences, are the makers of weaving looms and equipment used to manufacture the end product.

The tendency of many of the longer established smaller fence companies (as compared to the large steel firms) is to install their own weaving looms. The fence companies in Texas are to a great extent weaving their own chain-links fabrics. The standing phrase about Texas fencemen is that they all have fence looms in their back yards. There are of course independent fence companies in other sections of the country operating in a like manner. This tendency to install production equipment is ever growing and it may enlarge to a point where the big producers will ultimately become only suppliers of wire, pipe and fittings. This will evidently be the answer eventually of the fence erecting companies who are placed in the position of having to compete with their suppliers. One eastern importing firm with sales representatives and offices located in 23 cities throughout the United States and Canada is being kept busy selling chain link-fabric weaving looms.

There is no doubt about the fact that numerous large producers who are manufacturers, suppliers and erectors have their eyes and ears attuned to this mentioned condition and may come up with an answer to discourage the independents in order to maintain tonnage of woven fabrics in the fence field. Either through favorable pricing which would discourage the present trend and complete withdrawal from the installation end of the business.

If this were presented to the average fence firm who is "burned" because he finds it a hopeless case to bid in on big industrial, highway and government jobs, there would no doubt be a resurgence of activity in the fence business and a development of fewer "bad risk" operators in the field.

Our first attempt at a fence industry survey and analysis appears on page 30 of this issue. It contains interesting information. Our next issue will continue this survey and with its completion, should give you a fair idea of what is happening in this field. Our main interest is to keep the industry informed and to be of service at all times.

EDITORIAL—Continued Page 24

An Invitation To Increase Your Profits In 1959

We Invite You To Investigate THE MODERN METHOD of Fence Erection!

HONESTLY NOW — Did your fence erecting firm show a satisfactory profit in 1958 or were you forced into price cutting to meet competition? All of us in the fence business know the short cuts that price selling brings — Short footings — Cheap fabric — Poorly made fittings — Customer complaints that we just can't afford — justifiable or not.

FEW OF US want to do business on a price basis only. Most of us want and need the referrals that customer satisfaction brings. Certainly profits are hard to come by when you are squeezed by material costs, labor costs, overhead and the price battle.

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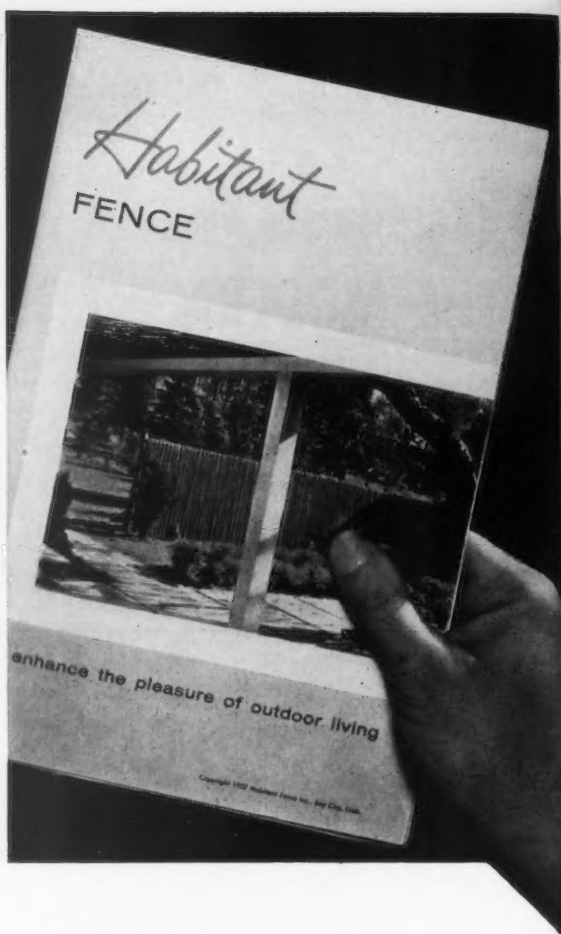
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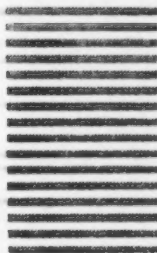
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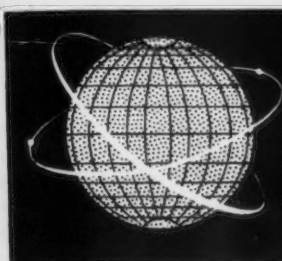
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BUSINESS TRENDS

Bulletin

WASHINGTON REPORT . . . by Larston D. Farrar, Washington, D. C.

THERE'S great interest—and much speculation—among fence industry people about two things in Washington: (1) What the new Congress will do; (2) What leaders who keep up with economic developments think about business prospects in '59.

The first session, 86th Congress, convening in January, will become noted in several ways:

First, it will be a free-spending Congress. The White House will send to Congress a budget calling for \$80 billion expenditure, more or less, in fiscal '60, beginning next July 1. White House experts know they have understated the needs of some agencies. They expect the Congress to raise the budget by from \$2.5 billion to \$4 billion. The military alone will get more than \$41 billion for expenses in the next fiscal year.

Second, it likely will become known as "the small businessman's Congress." Representative Wright Patman (D.-Texas), chairman of the House Committee on Small Business, has been plugging for years for legislation to lower taxes on small businessmen and to prevent the wave of mergers which, he says, leads to monopoly. A number of new legislators are pledged to the same objectives.

As more and more analysts, of both parties, have studied the election returns, they have come to the conclusion that the greatest switch-over of voters from Republican to Democratic took place among the 4,000,000 small businessmen of the nation. To maintain these new voters in the Democratic column in '60, the Democrats in Congress will push vigorously for measures they believe will please this group.

Third, this Congress will be known as an "easy credit" Congress, too. In area after area, Democratic candidates (including many who were seeking re-election) campaigned against the "tight money" and "hard money" policies of the Republicans (and the Federal Reserve Board).

These Democrats pointed out that this "hard money" policy caused the recent recession. They say that the Federal Reserve Board reversed the policy and the economy began to gain, and then made money "tight" again, leaving many builders stranded in the midst of huge housing projects last fall, and other businessmen caught in the switches.

The Democrats are determined to make money easy to borrow, at low interest rates, and to keep this policy in effect. They are committed to it, but they may run into stiff opposition from the Republican White House, which always has favored "tight money."

The second big question—what about business in '59?—seems to have only one answer here, regardless of the political yen of the economist. It is that the economy, which began to head upwards slowly, after hitting bottom in May, is building back on a firm foundation and that business will become better and better.

Just how big the boom will be in '59 will depend on consumer confidence, international developments, and many other factors, of course, but the consensus is that new records in production (and sales!) will be set before '59 is over. The bases for such prosperity are said to be the ever-growing amount of "disposable consumer income"—that which is left after citizens have met their living expenses and paid their taxes.

But the competition for the customer's dollar will be rough, since all kinds of shrewd businessmen will be fighting for those "disposable dollars." Yet, it seems to be a cinch that '59 will be a year of big opportunities—for you—if you can sell your share of the potential market.

Not only was personal income going up as '58 was going out, so was non-farm employment, and gross national product—the sum total of all goods produced and

—TRENDS—Continued Page 6—

served by everyone in the society. Businessmen were planning record-breaking expenditures for new plant and equipment, too, which always is a good economic sign.

THIS isn't to say that many things the first session, 86th Congress, will strive to do won't be opposed by small businessmen, including those in the fence industry.

Senator John Kennedy (D.-Mass.) has announced that a first order of business of the Senate Committee on Labor and Public Welfare will be an attempt to report out an extension of the Wage-Hour coverage bill, including a \$1.25 minimum wage. This may include coverage of many businesses not now covered, and many businesses now under the minimum wage law would fight against an increase.

The platforms of both political parties contains approval of both an increase in coverage under the Wage-Hour law, and an increase in the minimum wage. But the Republicans are expected to try to keep extensions and increases to a minimum.

A number of pieces of legislation backed by organized labor—such as increasing unemployment compensation payments—also may be opposed by businessmen, large and small, with varying intensity.

Also, tax increases on gasoline are being talked, with two-cents-a-gallon being the usual figure. Other taxes also will be discussed—and perhaps acted upon—for the huge expenditures of the federal government will make it essential, sooner or later, that taxes be increased to meet the appropriations.

Your business costs are going up in '59, no doubt about it. How much they rise, in various materials and in various geographical areas, will depend on the actions of your suppliers and also of the utilities that serve you, as well as your government leaders.

For example, in area after area, commercial electrical bills are going up, little by little. So are telephone rates being increased, as various regulatory agencies act. The Federal Power Commission has applications totalling in the tens of millions for higher natural gas rates from producers and distributors. If full employment really does return, then labor undoubtedly will cost more than it ever has.

It's difficult for close observers here to see how prices can be kept stable—for long—in view of the obvious pressures from so many directions. The only thing keeping prices reasonably stable now is competition—and it is getting more and more cutthroat in some economic areas and some geographical areas.

TOTAL expenditures for new construction—all types—will pass the \$50 billion mark for the first time, according to joint estimates of the U. S. Department of Commerce and Labor, released here.

Some 35 per cent of the new construction will be for federal highways. This is \$2.1 billion above the \$15 billion spent on new highways in '58.

Residential building will get 55 per cent of the total of \$35.2 billion to be spent on private construction. Some of this can represent fencing, in a big way. Some \$3.6 billion will be spent this year on school construction, all but \$600 million coming from municipal, state and federal funds.

It is noteworthy that the public part of total construction has grown from 23 per cent in 1950 to 33 per cent in this new year. This is the greatest percentage since World War II and gives pause to those who have been hoping to see government spending go down, instead of up, in relation to the total economy.

MORE than 14,000 businesses went broke in 1958, the highest number since 1932, and this does not count the number of "withdrawals" from business, or the number of smaller businesses that were bought out by larger competitors or otherwise merged.

The big lesson to be drawn from these business failures—aside from the obvious economic downturn—is that management has everything to do with a business's ability to survive. Studies made by the U. S. Small Business Administration—and many private organizations—have shown that the caliber of the management of the business is a big factor in 90 per cent of all business failures. If the management will not read, will not keep up with changing trends, will not adapt operations to new conditions, the business likely will fail even in the most prosperous period.

The failure rate began to trend downward last September, leading experts are led to believe that the hard core of businesses—large and small—with good management could look forward to better breaks in '59. The fact that a lot of competition has "bitten the dust" this year may make it easier for those left in business in many locations to grow this year.

Don't forget that the new salary requirements for the exemption of executive, administrative and professional employees from the Fair Labor Standards Act will go into effect February 2, 1959. Under the new tests, an executive employee, to be exempt from the Act's minimum wage and overtime provisions, must be paid \$80 a week, instead of the \$55 formerly, and administrative and professional employees, to be so exempt, must be paid at least \$95 a week, instead of \$75, as formerly. . . .

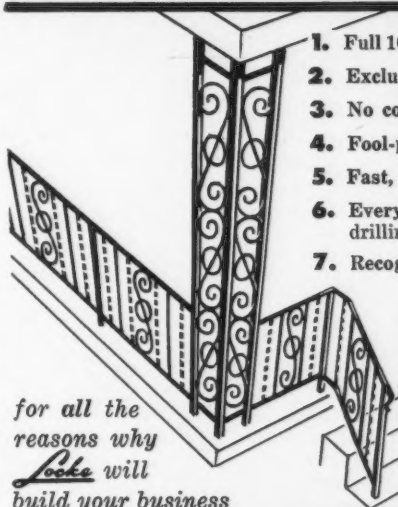
LAST MINUTE JOTTINGS BEFORE GOING TO PRESS

COPYCATS—When Fence Industry editors coined the slogan "Bless That Fence," last May we knew of no other concern or organization using it. Now we have Bless That Alka-Seltzer and Bless That Pontiac, in TV commercials and newspaper Ads. Well, we are flattered. Firms in the fence business are missing the boat by not making use of this slogan. It's good.

RECENT LETTINGS—By the the Dept. of Public Works, State of N. Y., Albany, N. Y. . . . FARC 58-170, Chemung and Steuben Counties, Rte. 17, 14.04 miles: Cyclone Fence, Albany, N. Y., \$91,705.80. National Fence Co., Meriden, Conn., \$94,341. Hiway Protection Corp., Chicago, Ill., \$102,993. Colorado Fuel & Iron Corp., \$103,544. Smith Fence Co., Inc., \$107,939.—FATS 58-1, Monroe County, Rochester City, \$25,423, to Alliance Fence Co., Rochester, N. Y.

PROJECTS—Bids for additions and alterations to 3 hospitals, Veterans Administration Center, Los Angeles, Calif., will be accepted to 1:30 p.m., Jan. 20, 1959. Est. \$6,350,000., includes various items. Specs available only from Pereira & Luckman, 9220 Sunset Blvd., Los Angeles. Bids for addition animal research facilities, Veterans Administration, Leech Farm Road, Pittsburgh, Pa., Est. \$68,000. Specs from Dir.-Design Service, VA Adminis., Rm. 2707, Munitions Bldg., Washington 25, D.C. Bids to be open Jan. 6, 1959, 1:30 p.m. Bids on alterations and improvement to grounds, State University College, Oyster Bay, LI., N.Y. to be opened 2: p.m. Jan. 7, 1959, State Office Bldg., Albany, N.Y. Specs may also be secured at State Architects office 18th floor, 270 Broadway, New York City.

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Roger M. Blough, Chairman, U.S. Steel Corp.

To Win World-Wide Battle Of Production!

Roger M. Blough, Chairman of the Board, United States Steel Corporation, points out some of the conditions we cope with in industry today and the inroads being made "that are 'costing' American products out of the market at home and abroad."

Roger M. Blough, chairman of United States Steel Corporation, in a recent talk declared this country "must face up to the probable fact" it will no longer maintain its predominant role in steel production or over-all industrial production because of the rapid inroads of world competition.

Speaking before the annual dinner of the Newcomen Society in New York City, Mr. Blough said that America's ability to win the world-wide battle for production will depend directly on our ability to acquire and pay for new and more efficient tools of production.

"We will have to compete against products made by our industrial imitators under conditions where the operators of machines of production in foreign lands will receive only a fraction of the compensation they are paid in this nation," he observed.

Mr. Blough stressed: "... no one should underestimate either the quality of those machines or the aptitude of their operators." He pointed out that our nation's proportion of world steel production has dropped from 54 per cent in 1946 to less than 30 per cent in 1958.

"We are only in the first skirmishes of a world-wide battle of production that is destined, I believe, to rage for many decades to come," Mr. Blough said. "America's resources in this economic contest include, and must include, the use of its first team both at home and abroad. And that first team is a strong, well-equipped American industry. A moment's reflection is enough to demonstrate that whether or not America will emerge triumphant from that contest depends in large measure on the virility of American industry."

"Industry's strength depends directly on our ability to win the understanding of government, of labor leaders, of investors, and of all other groups in our land, in a national effort to encourage—rather than hinder—the investment of the capital necessary to develop and acquire the finest tools of production on earth," he said.

Mr. Blough said he felt "not one person in a thousand" understands the nature and the function of profit and that the only way to acquire the tools of production in capitalistic society is through profit. Even if they turn to the dictionary, they are led to believe that

a profit is something that is left over in the till after all the expenses of a business have been met.

"But the truth is that a corporate profit, in industry, is what is left over after all expenses—except one—have been met," he pointed out. "The one expense that has not been satisfied is the payment we must make for the use of all the tools, machines and other capital facilities that are necessary to the process of production. And of all the costs of doing business, this payment for the use and improvement of tools is the most important, perhaps, to our national growth and survival."

"When a corporation has paid all its other expenses, provided for depreciation, met its federal income taxes and come down to its last-line profit on the income statement, it has not yet paid one penny for the use of the tools that its shareowners have provided for it. And since there is nothing left but profit out of which to pay for these tools, it is clear that the size of the profit determines the quantity and the kind of tools that an enterprise can command."

"Thus the simple fact of the matter is that, over the years, a profit is not something a corporation keeps in the till. It is something that a corporation pays out of the till for the use and improvement of tools."

"Yet today there are people who would tax our profits away, control them away, or bargain them away. But what thoughtful American would wish to tax our tools of production away, or to control them away or to bargain them away, and thus consume the basic industrial resource from whence cometh our strength. The trouble is that people do not understand that profits mean tools and tools mean profits. They are in a very real sense the self-same thing. You can't have one without the other!"

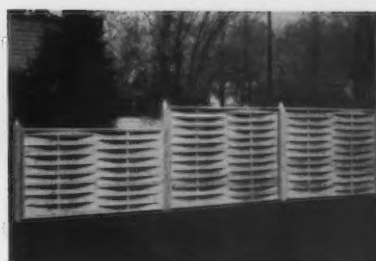
"So if our labor leaders inveigh against corporate profits—and if they force uneconomic wage increases that are 'costing' American products out of markets at home and abroad and American workmen out of their jobs, whose fault is that? Can we honestly say that we have done everything in our power to share with our own employees this specialized knowledge we have in the 'economies of production.'"

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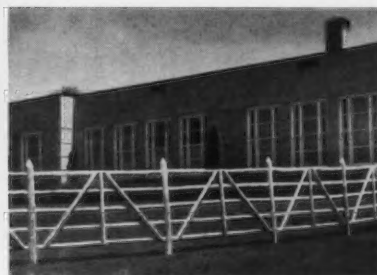
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RENTALS

Growing Into Big Business!

The tool rental business is mushrooming and developing into a lucrative market. Many dealers are expanding this phase of their operations into solid profits.

by JEAN LYON



The "peg board" wall with special "peg board" hooks, keeps wire stretchers and other rental materials available at a glance.

Lumber Companies, service stations, and other businesses are including rental materials to draw customers. To others, rentals is their business.

Ogden and Adams Lumber Co. of 123, 32nd St. Dr. N. E. in Cedar Rapids, Iowa, with a limited rental service, encourage new customers by aiding their fencing, gardening, and other activities by renting them necessary tools. Many people have been happy to find that they could make attractive wooden fences and gates, or put in chain link or other wire fences themselves, if they had the correct kind of wire stretcher, pliers, post hole augers and such tools.

Many people are hesitant to buy fencing material because of the expense of erection equipment or the cost of installing even if a crew is available.

On week ends particularly the do it yourself fan, his family, and his friends can congregate, and with the new fencing materials and rented tools, erect and tighten, or construct, put up and paint, considerable fence. Thus the rental business encourages a new group of fence customers.

Hogan Brothers Rental Business at 803-825 1st. Ave. S. W. in Cedar Rapids do a big business in the general rental field. They have recently moved to new, larger, quarters and doubled the variety of their rental materials. Hanging on about the center of their long display wall, on the peg board, is a barbed wire, wire stretcher. Beside it on the floor stands a woven wire, wire stretcher. Both are from Montgomery Ward and Co., 619 West Chicago, Ave., Chicago 7, Ill.

Other fencing materials hanging on this wall on peg board hooks are easily available. They include Skil saws, from Skil Corporation, 5033 N. Elston, Chicago, Ill., electric vibrating sanders from Thor Power Tool Co., Prudential Plaza, Chicago 1, Ill., electric belt sanders from Skil Corp., 5033 N. Elston, Chicago, Ill., fence post driver from Montgomery Ward and Co., 619 West Chicago Ave., Chicago 7, Ill., electric hammer from Black and Decker Manufacturing Co., Towson, Maryland, electric post hole auger from Skil Corp., 5033 N. Elston, Chicago, Ill., paint gun compressors from Electric Spray It Co., division of Thomas Industries Inc., 15th and Ill. St. Sheboygan, Wisc., and paint guns from Binks Mfg. Co., 3114 Carroll Ave. Chicago 12, Ill., and De Vilbiss Co., Toledo 1, Ohio. Other fencing



Hand and motor driven post hole augers from the rental rack of Hogan Bros., in Cedar Rapids, Iowa shown by W. Hogan.

equipment to rent there are wheel barrows, levels, trowels, mortar box, mortar hoe, and hand post hole auger.

Hogan Brothers paint guns and air compressors are popular equipment for those making wooden fences. These rent together at \$3.50 a day. The augers too are popular rental fencing materials for the do it yourselfers. The hand auger rents for \$1.00 a day and the electric post hole auger rents for \$5.00 a day. Wire stretchers rent from \$1.00 to \$1.50 per day for the first day. Trowels are 35c a day. Shovels and spades rent for 50¢ a day. A fence post driver is 50¢ a day.

Handy peg board hooks to hold the tools were purchased from Lumber Supply Inc. 737 1st Ave. S. E. in Cedar Rapids. They got them from Tip Top Distributing Co. 1211 9th St. S. W., Cedar Rapids, Ia., who got them in bulk from Handy Hook a division of Vadco Prod. Inc., 13271 Mt. Elliott, Detroit 12, Mich. Hogan Bros. Rental Service also purchased from Lumber Supply Inc. carded peg board hooks called "Dur-Peg" from Farwell Ozmun & Kirk Co., St. Paul, Minn.

At Ogden and Adams Lumber Co. their rental department makes a minimum charge if the tools or equipment don't stay out all day. Examples of rental fees of Ogden and Adams Lumber Co. equipment are: (over night) wheel barrow \$1.25—minimum 75c, post hole auger 75c, electric hedge clipper \$3.00—50c minimum.

At Ogden and Adams Lumber Co. the rental materials are in different departments, with heavy,

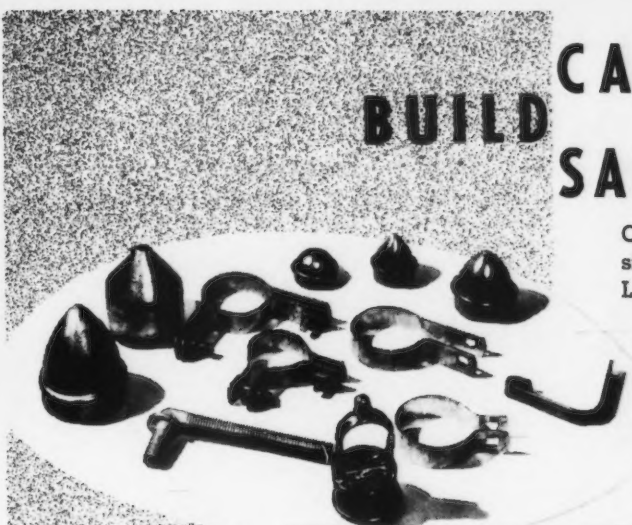
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BUILD

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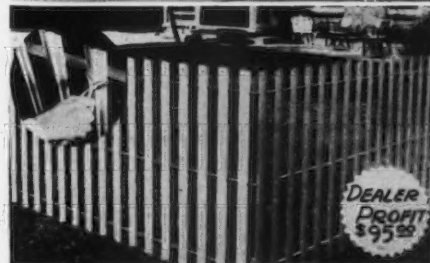
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The MacGillis & Gibbs Company Booth.



Early American Fence Company booth.

Fence manufacturers **SHOW LATEST WARES** at the **NRLDA** show

The man with the happy smile is John R. Lannin, sales representative, MacGillis & Gibbs Co., (Nor-Craft Fences) 8029 N. Linksway, Milwaukee 17, Wisconsin. He manned his firm's attractive display at the National Retail Lumber Dealers Association Exposition held in Chicago at the Amphitheatre recently.

John R. Lannin is a friendly fellow, likes the fence business and has been associated with MacGillis & Gibbs off and on since 1950. Their former sales manager, he has also operated his own manufacturer's agency business, was in the lumber business in Milwaukee and has been handling the Nor-Craft line for a period of five years.

Asked for his predictions concerning the fence industry for 1959, he feels that it will be a top fence year based on observations and comments from the dealers he calls on in 15 eastern states. The dealers who are not handling fence materials in his territory are either taking it on or promising to do so. "The outlook for '59 looks better than good," he says.

The MacGillis & Gibbs Co., operate two mills to meet the demand. Northern White Michigan Cedar is their chief product and they manufacture many styles of fences, arbors and other fence products.

Displaying the packaged redwood fence section is John C. Bailey, eastern representative of the Pacific Coast Co., (Castle Fence) Willits, California. Also present at the Retail Lumber Dealers show at the Amphitheatre in Chicago was T. P. Geohegan, v.p. and general manager of the company.

FI's editor noted a novel indoor use of the Pacific Coast product in that a complete section had been fenced-off on the concrete floor of the Chicago Amphitheatre which was being used as the restaurant for this specific show. An added touch included large interesting framed pictures fastened to the exterior of the fence. Another use for fences it seems, for it was a most unusual installation.

Stating that the Pacific Coast Company was the only redwood mill carrying packaged fence, we note also that they produce bevelled sidings, panels and other lumber products. The fence packaged section illustrated is complete and included post, boards, rails and it is completely finished, pre-cut and ready to assemble.

The three gentlemen in the Early American Fence Co., booth at the Retail Lumber Dealer's show in Chicago, were busy men when FI's reporter called. But they graciously posed for this one. From left to right we have, M. C. Prussing, pres., R. J. Willey, v.p., and Watson McKinley, treas., of the company, located at Escanaba, Mich.

One item of interest noted here was that the cedar weave (basket) fence was identically finished on either side. The whole round Northern White Michigan Cedar displayed is also part of the firm's line and very attractively finished.

Mr. Prussing, interviewed by our editor, had the following to say, "Although we have been manufacturing fences for only the past three years, including yard furniture in cedar, pine and redwood in the early American styles, our volume has tripled and it appears that it will continue to increase with the years." Early American does not lay-off but produces during the winter so "that when the peak comes, we can draw for immediate shipment," says Mr. Prussing.

The gentlemen of the firm observed that the movement of people to the suburbs was responsible for the increased fence volume. The firm warehouses in New York, their plant is in Escanaba, Michigan. They also agreed that manufacturing at the source of supply and by maintaining warehouse facilities they saved in labor and freight and this was passed on to their dealers and wholesalers.



The Pacific Coast Co. (Castle Fence) booth.

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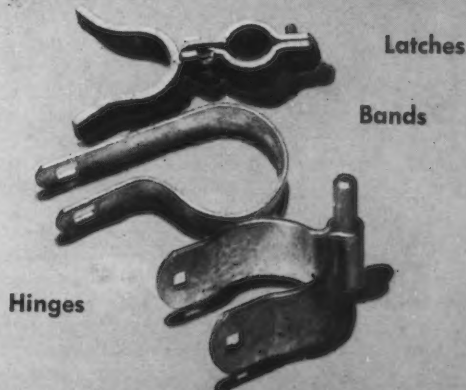
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JANUARY 1959

13



LOADING WIRE—A heavy roll of woven wire is easily installed on the wire stringing and stretching device. When in place, the pipe will descend through the center of the roll allowing it to unwind as the tractor moves ahead. It may also be adapted to truck use.

Three major labor-saving jobs are performed by a device for putting up woven wire fencing invented by Theron W. Griffin of route 1, New London, Stanly County, N. C.

His invention carries the heavy roll of wire, unrolls it in an upright ready-to-use position, and then stretches the wire for stapling to the posts.

Griffin says it cuts hand labor in stringing wire by up to 75 percent. He has tested and perfected his invention over the past two years and now has a patent pending on it in Washington, D. C.

The device consists of a simple welded frame attachment which fits behind any tractor with a standard three-point hitch.

He says he can take this machine and one helper and put up as much woven wire as six men can by the old methods.

Both woven wire, in all popular heights, and barb wire can be used on the device, simultaneously if desired.

Aside from using it himself, Griffin has loaned it to neighbors and farmers over a wide territory hereabouts. All have eloquent praise for its performance. He has letters from them to prove it.

"It takes the work out of putting up fence," one borrower said. Another commented: "Beats anything I've ever seen in my 30 years of putting up wire fence."

The end of the 330-foot roll of wire is fastened to the first post and the tractor, carrying the upright roll, moves ahead unrolling the wire as it goes. When the desired amount is unwound, the tractor operator drops a swivel lockbar in place which sinks a series of spikes deep into the remaining portion of the roll, holding it firmly and without damage, while the tractor puts pressure on the unwound length to tighten it for stapling to the posts. The hydraulic lift on the tractor raises or lowers the wire as needed.

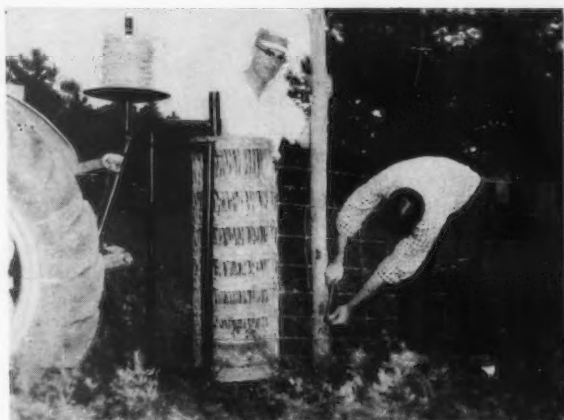
The removable barbwire attachment, made from a disc plow, fits slightly over and behind the woven wire roll.

Made of 20-odd feet of one-inch to one and one-half inch pipe and weighing around 30 pounds, it can be hitched firmly to the drawbar of the tractor by dropping one pin in place.

NEW DEVICE SPEEDS ERECTING

The neighbors and farmer friends of Theron W. Griffin, New London, N. C., have been using his newly invented fence erecting equipment and state that the machine a man and one helper can put up as much woven wire as six men without it.

By FRED T. MORGAN



WIRE STRETCHER IN ACTION—Stapling the woven wire to the post is a simple matter when the tractor holds it taut and in position. The lockbar at the left holds the roll firm.

Developments on the machine started more than three years ago when Griffin, faced with 225 acres of new wire fencing to put up—some new and some as replacement for barbwire since he was converting from cattle to swine and sheep—sought a better and easier way of doing it. He began experimenting with rough versions and after much trial and error experience, came up with the refined model now in use.

Farm born and reared, Griffin, gifted with a creative mind that works well in the realm of mechanics and engineering, has still further improvements in mind and is toying with ideas for other inventions.

He believes his machine can be manufactured and retailed for less than \$50,00.

What happens when you want to stretch woven wire through woods too thick for your tractor to penetrate?

He claims it would be cheaper in the long run to hire a bulldozer and level out a path alongside the route of the fence which the tractor could follow. The advantages would be levelling any ditches or gullies encountered, removing any dead or threatening trees which might fall on the fence, leaving a natural forest fire barrier and a convenient place for checking the fence periodically.

Griffin has already asked barbwire manufacturers why they can't produce individual rolls of barbwire equally spaced on an upright bar so it could be used on his machine. This way, a complete multi-strand barbwire stringing job could be done in one operation. With a bar holding four spaced rolls of barbwire, four strands, already spaced, could be strung, tightened, and stapled to the posts in one operation.

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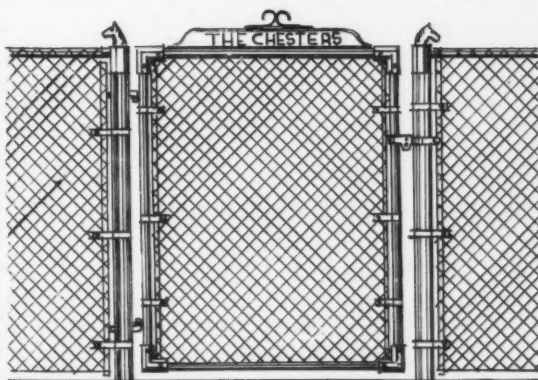
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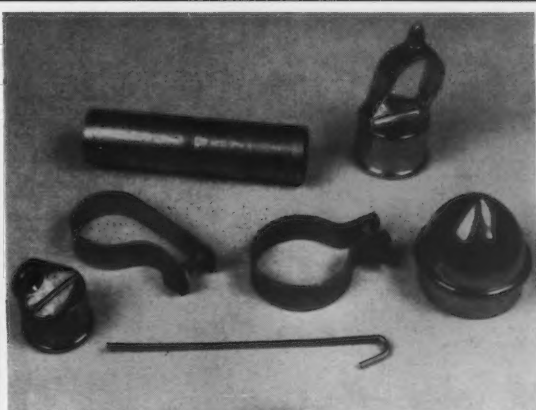
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JANUARY 1959

15

RIGHT OR WRONG

In Labor Relations . . .

A roundup of day to day employee problems and how they were handled. Each incident is taken from a true-life grievance which went to arbitration.

Is "Old Age" Just Cause For Discharge?

When Ed Roher reached the age of 67 years, he received a note from the company stating that because of his advanced age he would have to be let out. A severance-pay arrangement was suggested. Roher refused to quit, and was fired. At the arbitration this was his defence:

1. I can hold up my end of the job any day.
2. I have worked here for 18 years and never gave any trouble.
3. If I'm not doing a good job, the company should have given me a warning.
4. Since when is 67 years of age too old to work?



The company stated:

1. Competition is getting keen and we need younger men to stay in business.
2. At 67, Roher doesn't have the pep and stamina of younger workers.
3. It's management's job to judge whether a worker can carry his share of the load. That prerogative can't be taken away.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Louis C. Kesselman ruled:

"Discharge must be for inability to do assigned work rather than for advanced age. Management has the right to determine whether the man can do the job, subject to challenge for capricious, arbitrary, or discriminatory judgements. A written warning must be issued to the man involved, however. Because this was not done, I order Roher reinstated with back pay."

Can A Supervisor Suspend An Employee For Carelessness Without First Giving Him A Warning?

WHAT HAPPENED:

Knott was a maintenance repair man. One day he was assigned to fix a pump. Because he failed to tighten two bolts, steaming hot coal tar was squirted over the work area. When the foreman discovered what had caused this situation, he immediately suspended Knott for 2 days. Knott demanded back pay because he felt he did not deserve the penalty for the following reasons:

1. The contract calls for a warning notice on first offenses.



2. Others had been guilty of similar offenses, and not laid off.

The company answered:

1. The contract gives us the right of suspension without warning in cases of gross carelessness.
2. The steaming coal tar could have seriously injured other employees. That's gross carelessness enough for us.
3. We admit that we didn't discipline others in the past for similar carelessness. But that doesn't mean we gave up our right to do so.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Melvin Lennard ruled:

"The amount of care that can be reasonably required of an employee is greater where his own safety and the safety of others depends upon such care, (than could be reasonably required in the absence of great danger). Maximum diligence can be reasonably required of an employee where human life is at stake: even a little bit less than maximum diligence in such a case may be gross carelessness. If the company did not impose discipline in previous serious incidents, it did not establish a precedent or past practice. I find the lay-off of Knott to have been proper."

When Can't You Fire An Employee For Falsifying His Job Application?

WHAT HAPPENED:

The company had a very strict rule—any employee who falsified his application blank was subject to dismissal. When Harry V. applied for a job, he admitted on the application form that he had been arrested once for "drinking." He got the job. Five years later, in a routine investigation of Harry V. relative to a compensation case, the company discovered that he had a record of 12 arrests. He was fired.

At the arbitration hearing, the company argued that its authority was clear. Under the contract it had the right to fire a man who lied on his job application, and Harry V. did just that.

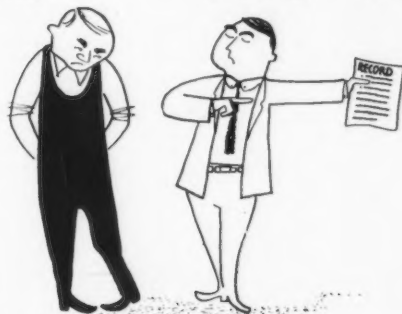
The employee admitted his indiscretion but maintained:

1. I've been a good employee for 5 years. Why hold my past against me?
2. If the company took the trouble to investigate the applications of all its employees, it would find falsifications in most of them. Everybody withholds something in order to get a job.

Was Harry:

RIGHT ☐

WRONG ☐



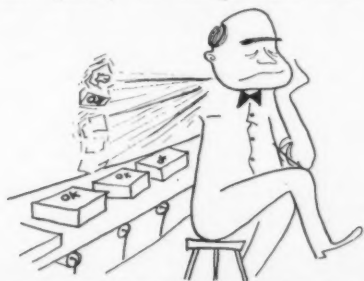
What the Arbitration Board ruled:

"The present consensus of arbitrators appears to be that, after a lapse of some reasonable period of time, falsification of an application for employment should not operate as a complete and sufficient cause for discharge, but should be considered in the light of the total circumstances. Without in any sense minimizing the obligation of the employee to answer questions properly asked by his prospective employer, we believe that to allow even substantial false statements in applications to be used forever as absolute and complete cause for discharge is to prevent an employee from reforming his life and from building better than he may have built before. Harry V. is to be reinstated in his job."

Can You Demote An Employee For Being Inefficient Even Though He Has Been On The Same Job For Five Years?

WHAT HAPPENED:

John Bett was an inspector for 5 years. After 2 years, his work began to slip and customers complained that quality of the product was dropping.



John's foreman talked to him about the slip-ups. When faulty parts continued to go through, he was given a written warning. After that, when several batches of work were returned by a customer, the company demoted John to his previous classification. John grieved, claiming that:

1. If I am being disciplined for faulty inspection, then demotion is too severe.
2. Nobody is perfect—we all make mistakes.
3. I've been around for 5 years, and that's no way to treat a senior man.

The company countered that it must protect the quality of their product, and John was taken off the job

for that reason. The fact that he had 5 years seniority did not give him immunity from demotion if his performance turns bad.

Was The Company:

RIGHT ☐

WRONG ☐

What Arbitrator Clair V. Duff ruled:

"In managing the plant and directing the workforces, management has the right and the duty to insure the highest quality standards so that its product can be sold in a competitive market with the resultant benefits to employer and employees, each of whom has a stake in the success of the enterprise. How this quality-control is to be attained is also the responsibility of management. The arbitrator is convinced that this was not a demotion for disciplinary purposes, but was an action taken to improve product quality. The grievance is denied."

Can You Fire A Union Steward For Threatening A Work Stoppage?

WHAT HAPPENED:

The foreman and the shop steward were going at it hot and heavy. Tempers flared and words flew without control. The shop steward was objecting strenuously to the foreman's decision to fire Bill Smith. "If you fire that man," the steward shouted, "the rest of the men in that department won't work today."



The foreman took this to be a violation of the "no-strike clause" in the contract, and told the steward that he was fired. Both parties waived the first three steps in the grievance procedure and took the case right to arbitration.

The company claimed:

1. The steward had no authority to pull the men off the job.
2. He was disobedient and disrespectful to supervision by using such threatening language.
3. A threat to strike is no different from an actual unauthorized walkout.

The shop steward retorted that: actions speak louder than words—no matter what was said, no one was pulled off the job.

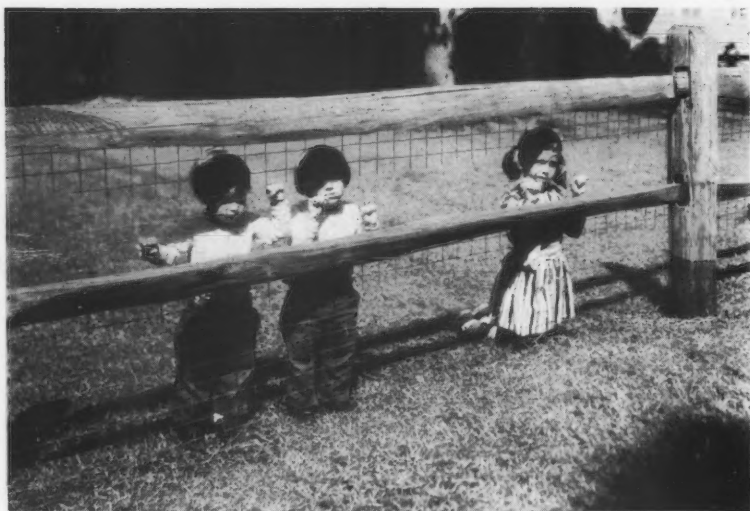
Was The Company:

RIGHT ☐

WRONG ☐

What Arbitrator Eugene H. Hughes, Chairman, ruled:

"For the steward to be guilty of a threat, as charged by the company, it would have been necessary for him as shop steward to direct the employees to walk off the job; or to approach them in such a manner as to incite them to leave their work. There is no evidence that he actually talked to any employees, before he was discharged, about organizing a strike. The Arbitrator sustains the union's contention that the shop steward was discharged without sufficient cause and holds that he should be reinstated."



Tiny tots and their pets are kept safely behind wire barrier without marring the beauty of the fence.

Combining Wire with Split-Rail

The Gilbert & Bennett Manufacturing Company point out the advantages of combining their 16 gauge welded wire fence, which can scarcely be seen, with split-rail as a protective factor, especially for children.

Several years of study concerning the uses for fences around homes and gardens and the problems in erecting them has resulted in the manufacture of the almost invisible "Gard-N-Beauty" welded wire fence now used in combination with split-rail fences, by The Gilbert & Bennett Mfg. Co., Georgetown, Conn.

The decorative features of split-rail and other types of open-face wood fences has a great appeal to many home owners. However, fence sales in this direction are often stymied because the split-rail type of fence offers very little practical value as a barrier for children, animals, fowl or low flying debris. Old style heavy wire fences were tried by fence erectors as a backing but they spoiled the appearance and detracted from the decorative features of the wood fence used.

The new 2" x 2 1/2" mesh welded fence being marketed by The Gilbert & Bennett Mfg. Company, made of a far higher tensile but smaller (#16 gauge) wire, gives the needed practical protection and at the same time can scarcely be seen. In fact the difficulty in photographing the fence completely may be noted by the open holes in the wire fence in the picture above.

The product is stated to be so low in cost and goes up so quickly that now fence erectors have discovered this adds sales appeal for their split rail fence installations.

Now this particular type of mesh welded fence came into being after several years of study as stated above. In fact 10 years of engineering study was required to design equipment that could produce such a sturdy fence material that would be nearly invisible. A fence that would last for years and still be priced at what would be considered a bargain compared to other fencing on the market.

Equipment resulting from this effort is one of those marvels of modern engineering completely electronically controlled that makes this fencing at a tremendous rate and the resultant low cost. The process is said to be unique in this field for it welds on the fly, that is, it does not stop to make a weld. An idea of the speed of the process, is that the equipment welds a complete width of welds across the entire width of the fabric in 1/15th of a second.

Although we have discussed the use of this type of fence in combination with split-rail it is also used independently. The "Gard-N-Beauty" welded fence is galvanized after welding, is available in #16 gauge 50 and 100 foot rolls in widths from 24 to 72 inches and requires no stretching tools. Fitting to uneven ground contours is accomplished by kinking line wires to take up slack. Fifty foot rolls are also produced by the firm in 18 inch width as flower borders including stakes for setting-up. For additional information write the manufacturer direct Or Circle BUYERS SERVICE CARD No. 130

TOOL RENTALS—Continued from Page 10

bulky objects stored in a separate compartment on one of the interior drives. This storage method makes loading of rental material, and storing of rental material, much of which is seasonal, considerably easier. Some of their fencing rental materials include post hole auger from the Seymour Mfg. Co., 3300 Broadway, Seymour, Ind., hand saws from Disston division of H. K. Porter Co. Inc., 501 Tacony, Philadelphia 35, Pa., squares from Stanley Pressed Metal division of Stanley Works, 1257 Lake St., New Britain, Conn., hammers from Estwig Mfg. Co., 2689 8th Rockford, Ill., and True Temper Corp. 1623 Euclid Ave., Cleveland, Ohio, and electric power drills from Thor Power Tool Co., Prudential Plaza, Chicago 1, Ill.

Rentals is a full time business at Hogan Brothers. At Ogden and Adams Lumber Co. rental business is a phase of a large business which in itself is a paying proposition. Its advantages are keeping the would be borrowers renting, thus being paid for a service. Also renting fence equipment means selling fence of all kinds or the lumber, paint, and posts to construct it. Ogden and Adams Lumber Co. have found that renting fence tools and other material promotes good will, creates good advertising, and makes good patronage.



Don Gallagher and Denver Adams of Ogden & Adams Lumber Co., Cedar Rapids, Iowa, point out some of the tools on display which are rented to customers.

Hogan Bros., have been so busy in rentals, it necessitated increasing floor space almost 75% and storage lot space almost 100% in excess of former requirements.

Getting fencing tools, where you can get material for the home owner and do it yourself fan is a logical combination.



Translucent fiberglass windbreak mounted atop fence and palette shaped covering over free form table, makes this 20x40' garden patio attractive.

FIBERGLASS FENCES

Fence dealers, contractors, architects and others actively interested in the fence business have been watching the advent of fiberglass in this field. Due to the flexibility of the product and its long lasting qualities, requiring little or no upkeep, translucent fiberglass panels and strips are finding their way into fencing for homes, swimming pool enclosures and commercial establishments in every part of the nation.

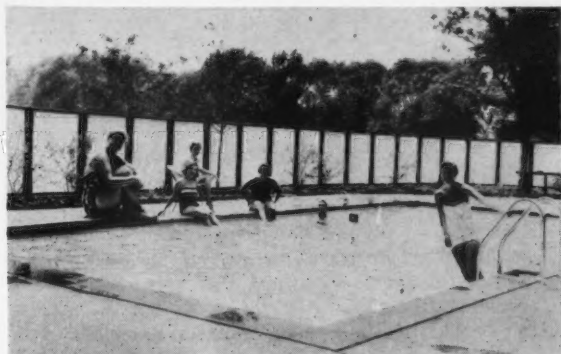
Ideal for fences, fiberglass panels are lightweight and easy to work with. They can be sawed, cut, drilled and

Developed originally for industrial daylighting, fiberglass is now competing in the fence market.

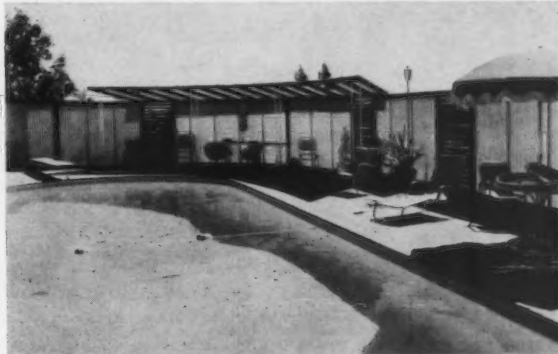
nailed with ease and are available in a wide variety of color tones and many decorative styles.

One of the widely accepted fiberglass products, by both architects and contractors, is manufactured by the Alsynite Company of America, San Diego, California. Alsynite claims their product will outweather and outlast most building materials. It is made by combining fiberglass mat with polyester resins under heat and pressure.

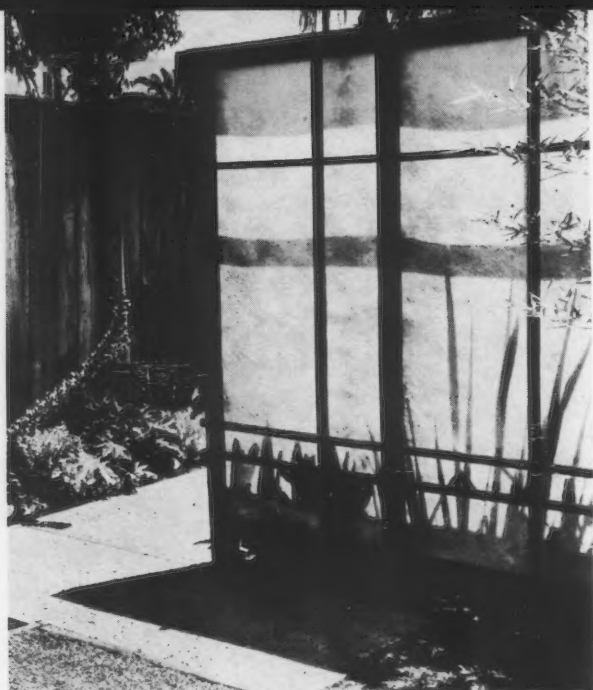
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Utilizing the full width of 40" panels in 2-1/2" corrugation, this 100' x 5' fence is made up of 27 panels. Each panel is mounted in wooden frame and bolted to metal posts. One panel serves as a gate beside the house.



Ingenious use of translucent fiberglass panels provides windbreak as well as covering for roof of swimming pool cabana. Spaced wooden louvres furnish the ventilation.



Attractive panelled partition permits planting on either side due to light penetration. Fiberglass in colors allows for numerous decorative effects.

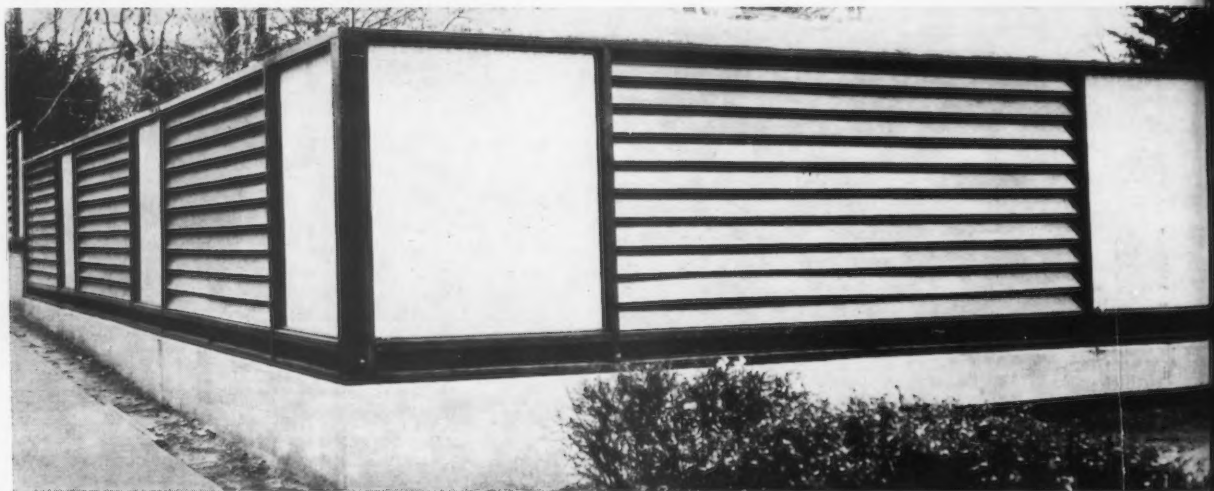


Redwood louvered and fiberglass panelled fence with a modern designed gate. A close-up of this installation is shown below. The panels are weather resistant.

All of the photographs in this article illustrating the use of these fiberglass panels are of actual installations using the Alsynite product. There are of course numerous other suppliers of fiberglass products suitable for the fence industry.

Developed originally for industrial daylighting, Alsynite has been found adaptable for multiple use to fit almost any color scheme or architectural plan. It cannot be gainsaid that these fiberglass panels have proved their versatility, are durable, adding both strength and beauty to modern fence design.

Dealers in various parts of the country are reported to be selling thousands of feet which are going into covering patios, fencing private homes and swimming pools and providing an excellent dealer profit item.



The "Alsynite" translucent fiberglass panels in this fence combined with the louvered redwood, gives it a striking effect. Ease of handling, sawing, nailing, drilling or cutting plus availability in colors allows unlimited design motifs.

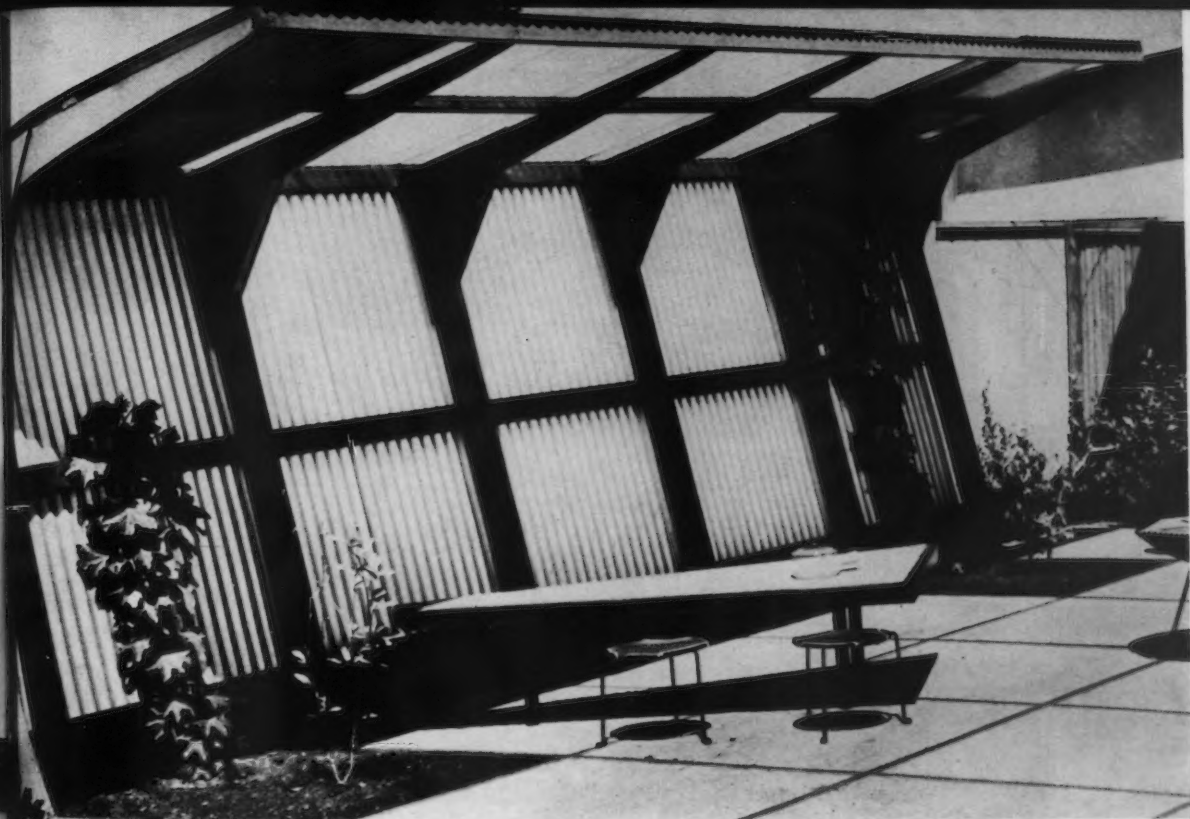
Upper right picture shows the gate entrance view of this fence. Note also that the concrete base is slotted at lower end to permit drainage. Louvers are mortised in.

The unique fiberglass panel is useful for portable partitions, windbreaks and movable sun-screens. In addition, it has wide acceptance in greenhouse construction, where light diffusion is of utmost importance in encouraging plant life to grow. This is an important point for dealers to be aware of and to point out, when recommending materials for fence construction where plants, flowers and shrubs are desired to border the wall and to add decorative trim.

One of the outstanding features claimed for the fiberglass product illustrated in this article is its ability to reduce heat and light transmission. Responsible for this amazing discovery is a unique heat-blocking ingredient, known as Filtron 25, which was developed after much research by Chemiglas, Inc., the Alsynite scientific research arm. Special handling techniques are reported to be necessary in order to incorporate this new ingredient into standard Alsynite without sacrificing color and appearance.



The corrugated translucent panels in this backyard fence admits soft light and adds a decorative trim to the yard and pool. Panel corrugations run vertically in this installation with top-rail and posts fastened to material. The fiberglass will not shatter, crack, craze, warp, buckle, sag, rot or mildew and resists heat, cold, etc.

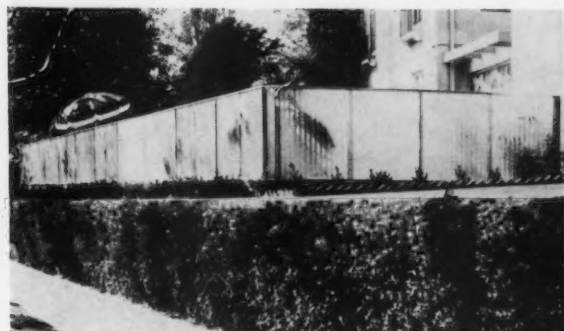


This unusual patio windbreak utilizing corrugated "Alsynite" translucent fiberglass panels, helps to fence off prevailing winds. Angle of windbreak is maintained by backbrace supports. Roof uses colored fiberglass which gives a pleasing effect when sun reflects through it.

MORE — Next Page



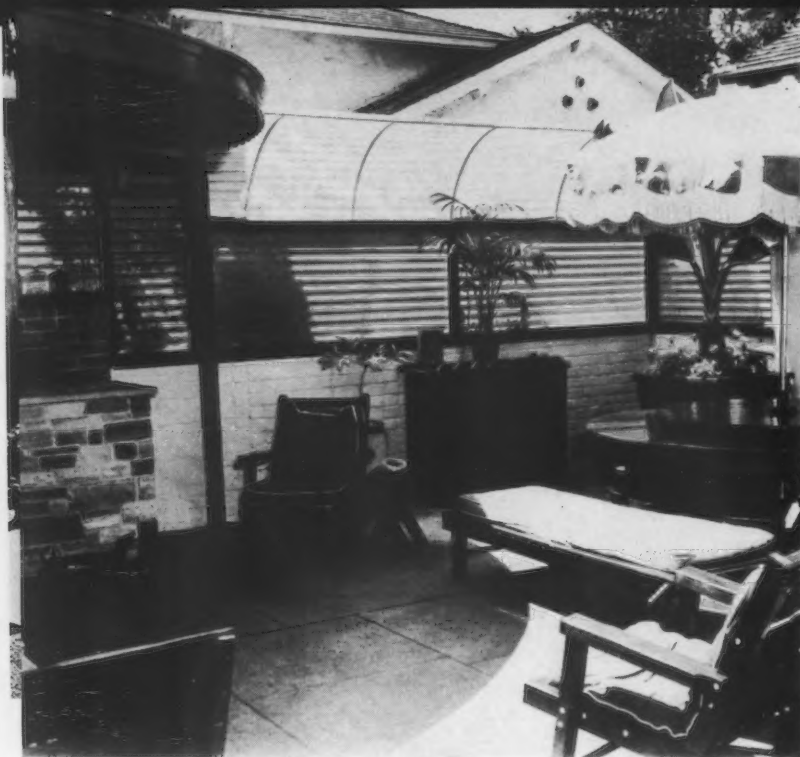
Here is one fence that even Tom Sawyer himself would have liked. Built entirely of sixty sheets of light green corrugated panels, mounted on end. This fence borders the back yard of a resident of Green River, Wyoming.



Colorful, easy to install fence, set up on a terrace in a space seldom utilized by building owners. Although a privacy fence, it has a friendly and refreshing atmosphere about it.



A swing gate of flat panels in wood frame adds the decorative touch for the home garden fence. Multi-colored fiberglass panels may be used satisfactorily in installations of this type. There is no opportunity of danger for children as the panels are said to be shatterproof.

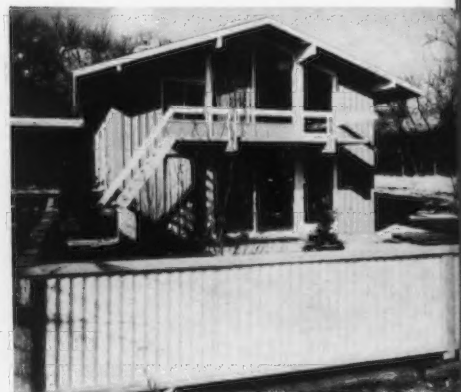


Flexibility of the fiberglass panels may be noted here. The curved section at the top of the fence points this out.

It is said that when the sun's rays strike an Alsynite fence or patio roof they are comfortably cooled before passing through. Light is diffused, eliminates glare and still provides soft illumination.

Even when subjected to long periods of field-testing under severe climatic conditions or artificial, accelerated weathering, this material is claimed to suffer no ill effects from long outdoor exposure. Unaffected by hail or other breakages, the durable building material will not shrink, crack, rot, warp or mildew. A minimum of care is required, with no need for painting and a quick hosing will clean the surface.

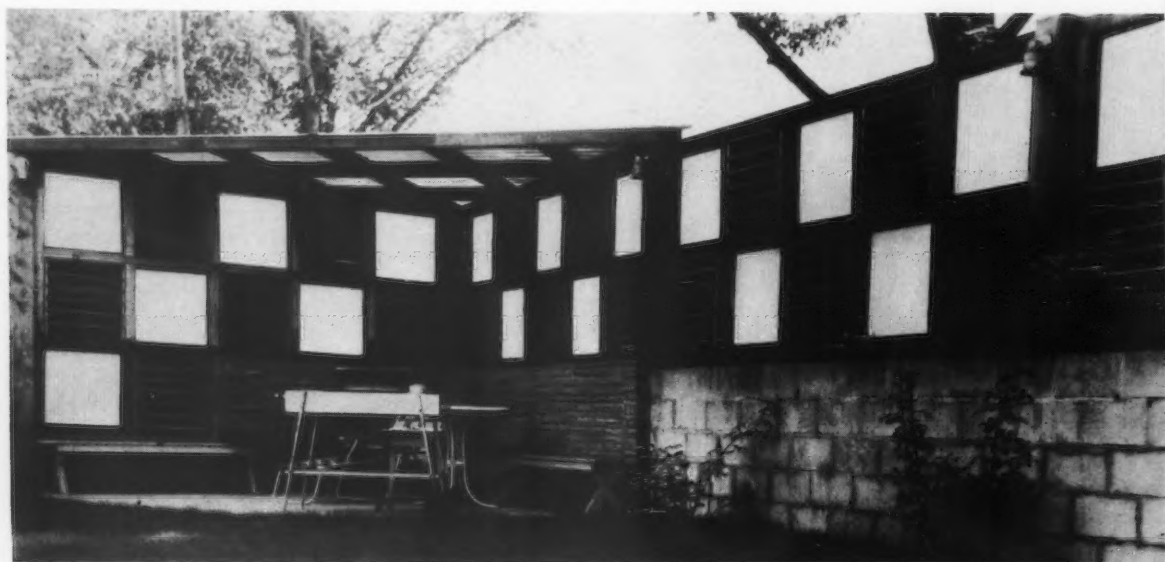
FIBERGLASS FENCES Continued From Preceding Page



A simple but durable installation encloses the back yard of this home. Do-it-yourself handymen also find it easy to work with. Corrugations are set vertically in this fence and posts set at 8 foot spacings.

Available in a variety of modern decorator tones and in several most interesting designs—flat, corrugated or "Steplap," the latter can be used as a fence material with corrugations running vertically as well as horizontally for artistic effect.

We have noted that all the Alsynite panels carry a full warranty label, attesting to structural soundness and precision manufacture. Pioneer in the fiberglass panel industry, Alsynite Company of America headquarters at 4654 DeSoto Street, San Diego 9, Calif., with additional plants in Paterson, N. J., and Portsmouth, Ohio. Additional information concerning fiberglass fences may be secured by writing the manufacturer or Circle BUYERS SERVICE CARD NO. 127.



A patio fence checkerboard styled with colored translucent fiberglass panels and louvered redwood permitting ventilation for barbecue.

This is a 400-foot privacy fence and is constructed with 1-1/4 inch corrugated white and blue "Alsynite" panels to admit soft glareless light. Product has many uses.

TORSIONAL STRENGTH OF WIRE

SMALL DIAMETER

OF INTEREST TO MANUFACTURERS OF WIRE are the recent tests in metallurgical research being conducted by the National Bureau of Standards for the Army Ordnance Corps. In recent studies of the torsional fatigue properties of springs and straight wire specimens, reverse torsion tests were used to simulate the actual stresses that springs undergo in service. Experimental results indicate that these tests afford an excellent criterion of the fatigue strength of small diameter spring wire.

The National Bureau of Standards has completed an investigation of the torsional fatigue properties of small-diameter, high-carbon steel wire for the Springfield Armory, Army Ordnance Corps. The work constitutes one phase of continuing research to improve the performance and reliability of springs used in ordnance devices. Data derived from tests made on springs and reversed torsion tests on straight-wire specimens showed close agreement. From the experimental results, it appears that the behavior of small-diameter spring wire can be more realistically determined from torsion tests than from the conventional tensile tests now used as a criterion.

Specifications for small-diameter spring wire are usually based on tensile strength. However, previous work had indicated that tensile strength is not an adequate measure of the expected performance of wire when it is coiled in helical extension or compression springs.

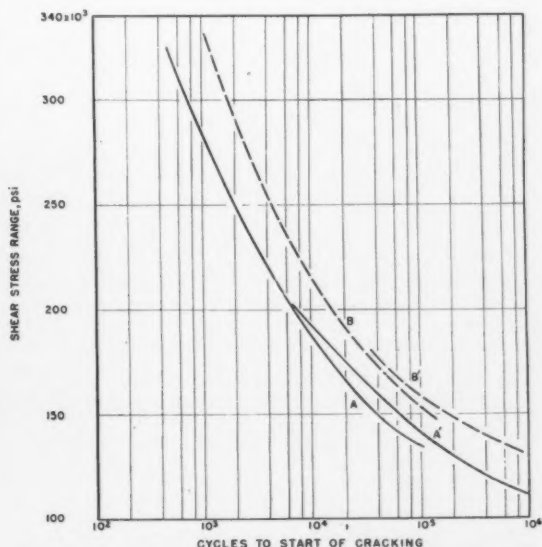


FIG. 4—Results obtained with cold-drawn (A) and oil-tempered (B) straight wire samples in reversed torsion tests are compared with springs (A' and B') made from the same two wires. The slightly better performance of the springs in the region of overlap is attributed to the beneficial residual stress set up in the springs by the pre-setting operation.

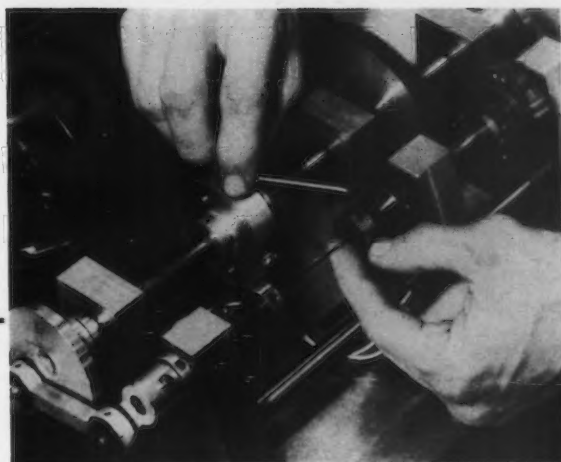


FIG. 2—Testing machine developed at the National Bureau of Standards for performing reversed torsion tests on small diameter spring wire. A 3-in. long specimen is fastened between two grip heads that oscillate individually when the machine is in operation.

The present study was undertaken to determine the metallurgical factors that influence the resistance of wire to fluctuating loads, and to devise a satisfactory method of evaluating this resistance. Also, since little published information is available on the effects of shot peening on the mechanical properties of springs, this factor was evaluated during the investigation.

H. C. Burnett of the Bureau's mechanical metallurgy laboratory conducted the present study on three different types of wire: a cold-drawn music wire, an oil-tempered music wire, and a wire fabricated from a special heat of vacuum-melted steel. The carbon contents of all three were nearly the same—0.86 to 0.89 percent—and they were all drawn to the same 0.039-in. diameter. Two fatigue-testing machines³ were used, one for the springs and the other for the straight-wire specimens.

Stress vs. cycles-to-cracking curves were derived from the test results. These curves showed, at a nominal shear stress range of 140,000 lb/in.², that the fatigue life of springs coiled from the vacuum-melted wire was about twice that of springs made from the cold-drawn music wire. As the primary difference in the two materials is in the size and number of inclusions each contains, the difference in fatigue life may be attributed chiefly to the greater cleanliness of the vacuum-melted material.

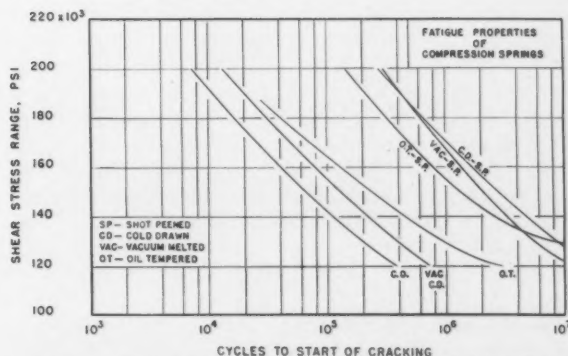


FIG. 3—Results obtained in fatigue tests of wire springs coiled from three different types of wire are compared with results from similar springs that were shot peened before testing.

Cont'd. on Page 24

The curve obtained for springs of the oil-tempered wire at the same stress range showed an increase by a factor of 5 over the cold-drawn wire. Here the difference in the two wires is in their metallurgical structure. The cold-drawn wire possesses a highly-cold-worked structure in which the grains have been fragmented and elongated along the axis of the wire, providing longitudinal planes that are inherently weak. When the wire is stressed in torsion, these planes lie parallel to a plane of maximum shear stress and afford avenues for the easy propagation of longitudinal fatigue cracks. In contrast, the oil-tempered wire has relatively uniform grains of tempered martensite. As recrystallization has taken place, the inherent planes of weakness have been removed, and the grains are more resistant to torsional fatigue stressing.



Fig. 1—Several wire springs can be tested simultaneously in this testing machine at the National Bureau of Standards. Here a cathetometer is used to measure the coil deflection of one of the springs in position for testing between 2 steel plates on the machine.

The same stress vs. cycles-to-cracking relationship was determined for the straight-wire specimens of the three different types of wire. Excellent correlation was found in the results of the two test methods, with the spring specimens giving a slightly better performance than the straight wire. This behavior is ascribed to the beneficial residual stress set up in the springs by the pre-setting operation.

Little correlation was found between the known tensile strength and the torsional fatigue properties of the various wire specimens. Oil-tempered wire showed the highest resistance to crack initiation, although its tensile strength is lowest of three types tested.

To evaluate the effects of shot peening, both the straight-wire specimens and the springs were given a 30-min. treatment with a 0.009-in. diameter shot, and then were stress-relieved at 450°F for 30 min. In all cases, shot peening increased significantly the fatigue life of the specimens when they were subsequently stressed in torsion. This result is attributed to the highly cold-worked surface layers and the multiplicity of round-bottomed stress raisers or dents caused by the shot peening. These dents along the wire surface tend to distribute the applied stress, thus reducing the effect of any single stress raiser that may have been caused by die marks or imperfections formed during wire fabrication.

"And if our representatives in government impose burdensome penalties upon thrift and investment—and if they are reluctant to revise the depreciation provisions of our tax laws as the governments of almost all the other leading industrial nations of the world have done, is that really their fault? It is their responsibility, but is it their fault? Have we done our part as fully as we should?"

There have been "significant trends" in industrialization in other parts of the world that threatens this country's predominant role as a steel producer, Mr. Blough observed. While steel ingot production in the United States moved from 66 million tons in 1940 to 112 million tons in 1957, steel production in the rest of the world climbed from 89 million tons to 209 million tons during the same period, he said.

In the case of oil production, Mr. Blough continued, the United States at the start of World War One produced 83 per cent of the world oil and had 80 per cent of the known reserves in what is now the free world. Today it produces only 47 per cent of the free world's oil and has but 13 per cent of the known reserves.

"So we must face up to the probable fact that our nation will no longer have the preponderance either of steel production or of total production that it has enjoyed in the past—nor, let me say parenthetically, but emphatically, will any other nation fall heir to that preponderance."

EXTENT and LEANINGS—Cont'd. from Page 2

This industry, like others, has its fast operators who cast a bad light on dependable fence erecting companies. Called to our attention recently are the methods employed by one firm who inserts newspaper classified advertisements in localities outside of its own city for a distributor with a sales crew, or one who is in a position to hire one. A representative of this fence company picks up the replies in the town where he advertises, interviews and puts numerous distributors to work unbeknownst to each other, garnishes their prospects, dispenses with their services as unsatisfactory, pay them no commission, brings a crew into town, completes the jobs but fast, collects, closes his local office, rented for a short period, and leaves town, never to be heard of again. The customers of course were approached originally by a local boy, so they bought with confidence. When the fast operator moves out of town, things begin to wobble, including the fence that was sold to the unwary customer.

The repercussions from operations of this nature are harmful to the entire industry. Wherever these fast operators work they leave a stench. They discourage fence prospects and generally make it more difficult for local or any type of progressive and honest fence firm to remain in business. Whenever you find these fast operators giving your locality "a workout," check with your Better Business Bureau.

This must be a paying method for the firms operating this type of deal travel their own erector crews and that takes money. Of course we have heard only one side of this story from the disgruntled distributors, there may be a feasible answer.

The Editor and Publisher and the entire staff of FENCE INDUSTRY extend their GREETINGS to all of our Subscribers and Advertisers—sending their good wishes to one and all—A Joyous and most Prosperous 1959—We shall strive to merit your continued support, through the pages of our young but fast growing publication.

Edward H. Ellison—Editor



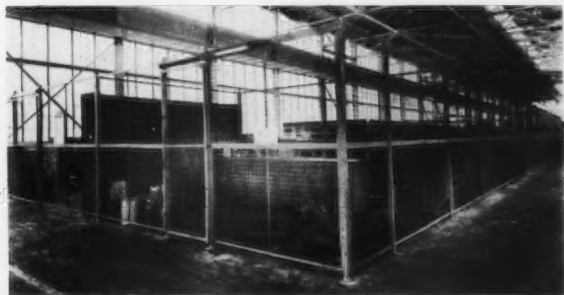
FROST Maintains Lead In Canadian Fence Industry

An aerial photo (at left) of the vast plants and property of Frost Steel & Wire Co. Ltd., occupying more than 14 acres in the heart of the industrial area of Hamilton, Ontario, Canada.

Established in 1898 in Welland, Ontario, Canada, Frost Steel and Wire Company, Limited has grown with the years to occupy a leading position in the Canadian Fence Industry. Founded by the late H. L. Frost, it was originally known as Frost Wire Fence Company, but shortly after its move to Hamilton, Ontario, in 1905, it was reorganized under the present name.

The career of Frost Steel and Wire Company, Ltd., in the industry goes back to the days of what was known as "field erected" farm fencing. That was before the time of woven farm fencing manufactured on looms. In those days, farmers purchased wire in coils which was used for the line wires and straightened and cut wires which were used for the upright stays. They were fastened together at the intersections with locks which were available in several types.

At first, basically a producer of farm fencing, Frost very early realized the need for diversification within the framework of the fence trade and gradually added over the years such related product lines as woven lawn fence, chain link fabric and complete fences, snow fence, ornamental iron and angle steel picket fences, gates of all types, steel fence posts, electric weld fabric for various uses including heavy reinforcing, concrete pipe mesh and interior partitions. One of the latest product lines to be developed is wire mesh conveyor belting.



"Steelweld" panel partitions are one of the many products now manufactured at the Hamilton plant of Frost Steel & Wire Co.

For a period of well over thirty years in its career, Frost drew and galvanized its own wire and developed a substantial commercial and manufacturers' wire division. Prior to World War 2, Frost had developed a substantial export business within various parts of the British Commonwealth. Since then, however, dollar currency restrictions have eliminated this trade, but domestic business has increased substantially.

The distribution of the products of Frost Steel and Wire Company, Limited is nationwide and through various types of outlets, including dealers, jobbers,



One of two immense National Welded Fabric Looms in the Frost #3 Plant. These looms can produce reinforcing fabric up to 150" in width. Plant also operates several smaller machines.

special agents and branch offices. Frost is very actively engaged in the supply of chain link fences for residential, industrial and institutional properties.

They maintain an organization of fence erection contractors in most parts of Canada who are experienced and skilled in the installation of these fences. These erectors also undertake the installation of Frost "Steelweld" Partitions which are produced and sold for factory and warehouse interiors.

With its many years of experience, its full line of fence products and its wide distribution facilities, Frost is regarded favorably by the fence buying public in Canada. It is believed to be the largest producer of fence products in the British Commonwealth.



BLESS THAT FENCE!

OBSERVATIONS

Observations in this issue reports on erectors, dealers and suppliers. Some helpful suggestions, successful methods of merchandising, oddities and likes and dislikes have been observed nationwide.



Arcata officials inspect massive redwood log shipment.

Arcata Redwood, Arcata, Calif. . .

A massive California redwood log, believed to be one of the largest shipped by rail from the Redwood Region, was a feature attraction at the National Retail Lumber Dealer's Association Exposition at Chicago's International Amphitheatre. One of Chicago's residents was overheard saying, "dat's de biggest damned tootpick I ever seed."

The log, 24 feet long, weighs 74,000 pounds. The diameter 119 inches, just short of 10 feet wide. It was estimated to be from a tree 1,200 years old. The log contains enough lumber to enclose 9 houses of average size with redwood siding. After the show's closing the giant log was scheduled for shipment to the National Wholesalers Company at New Haven, Conn.

On hand for loading of the giant redwood log for shipment from Eureka, California were officials of the Arcata Redwood Co., Arcata, Calif. They are, left to right; T. A. Deal, Jr., asst. sales manager, Howard A. Libbey, president, and George E. Knab, sales manager. Mr. Libbey is the newly elected president of the California Redwood Association.



Mt. McKinley Fence, Spenard, Alaska . . .

James A. Rasmussen, owner of the Mt. McKinley Fence Company, 609 Northern Lights Blvd., Spenard, Alaska, tells us that he started the first fence business in Anchorage four years ago.

"Heretofore," he says, "it has been strictly on a chain-link fence contractor basis, but through your magazine, I hope to expand into the retail trade by selecting various types of fence products. This should change my business from a seasonal one to a year around basis."

Our Alaska subscriber (we have others) is an independent dealer and obtains fence materials from suppliers located in California and Washington.

Seventy-five percent of Mt. McKinley Fence Co.'s business is industrial (mostly government) and the balance residential. The firm operates with a two-man crew plus the owner, and a five and one-half month's season has been grossing \$65,000 with a future expanded residential market possible.

"With our unbounded faith in the great State of Alaska and its future tremendous growth, we are looking forward to unlimited potentials in the fence business here. We will welcome any correspondence your readers may send us and we extend a hearty invitation to everyone in the industry to visit Alaska and see firsthand, the most rugged, beautiful and progressive State in the Union," . . . Mr. Rasmussen's statement has merit.



Woodcraft Fence, N. Bellmore, N. Y. . .

The log cabin utility house pictured above is manufactured by the Woodcraft Fence Company, 2464 Jerusalem Ave., North Bellmore, N. Y.

The cabin built with log cabin siding has a lap-joint which provides for weather tightness and the over all dimensions are 6x8x7' at the peak. There are three windows, a door, shutters and window boxes in the unit. Broken down, there are 60 sections furnished for each house which takes approximately 30 minutes to assemble according to Woodcraft, who also sell a smaller version for influential dogs.

Cont'd Next Page



Chisca Fence, Memphis, Tenn. . . .

The new location of the Chisca Fence Company, which is owned and operated by D. T. Chaffin, is at 2859 Poplar Ave., Memphis, Tenn. The firm has doubled office and warehouse space, added better display facilities and plenty of off-street customer parking.

Previously located at 2452 Central Avenue, Memphis, where Mr. Chaffin started his fence business about six years ago, with himself as the only salesman and three erection men, his business has grown to a point where he now employs eight salesmen and twelve men for installations.

Besides dealing in California Redwood fences, in which field the firm is said to be one of the South's leaders, Chisca Fence Company also features chain link.

In advertising its services and products, the firm points out "that its fences are a small investment compared to the lifetime of service and satisfaction they offer," and estimates on any job are offered free of charge.

Memphis is growing very fast and the way Mr. Chaffin sees it, his business must grow with it and if necessary, he'll enlarge his present plant to meet the influx of new business.



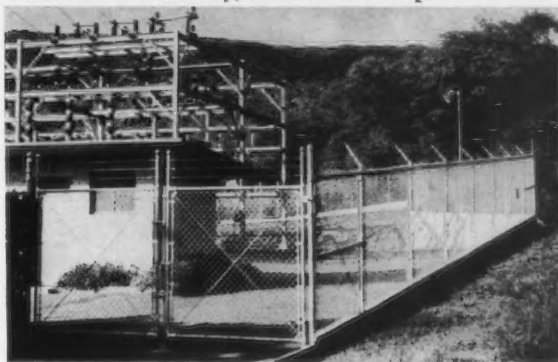
Masonite Corp., Chicago, Ill. . . .

There's nothing like a handsome "working" fence to afford a backdrop of privacy and comfort for vacation-time's lazy lounging. This one's known as "The Good Neighbor," as it affords privacy without snobbishness. Spacing of the Masonite Ridgeline panels and the Peg-Board panels permits free passage of air. Bracketed shelves and other fixtures fit into the perforations to provide many indoor comforts out-of-doors. For a copy of a free plan showing "The Good Neighbor" and other hardboard fence designs, write the Service Bureau, Masonite Corporation, 111 W. Washington St., Chicago 2, Ill., and ask for AE-309.

Weinrich Fence, Honolulu, T. H. . . .

Weinrich Fence, Bronze & Iron Works, Ltd., started in the fence business on February 28th 1923 in Honolulu, Hawaii and is said to be the oldest fence erecting company on the islands. They are located at 337 Ward Ave., in the heart of the Capitol of the island of Oahu.

They represent the Anchor Post Products and install all types of Anchor fences. Particularly, industrial, security and estate installations. The Weinrich firm as a result of their dependable methods has completed many large erection jobs for the Territorial, City and County, and for branches of the Federal Government which includes military, naval and air corps.



Pictured here are two of the Weinrich firm's installations. Note the word "Kapu" . . . the Hawaiian for "keep out."

R. W. Duncan, general manager, pointed out that his firm is now completing two extensive and major fence jobs, the Pali Road arterial fence and the Kaena Point Test Tracking Station. He also stated that since 1950 the business of setting chain link fence has grown steadily in the industrial and estate fields but that there will not be too much chain link installed from here on in. Although the firm is equipped to install home fences, the wood types are generally installed by local carpenters and very little ornamental iron is sold in Hawaii.

Anvil-Bell Fence, Patchogue, N. Y. . . .

Edward H. Dooling, president and George Schlueter, vice president of the Anvil-Bell Fence Company, Inc., 192 Waverly Ave., Patchogue, New York operate their fence business on a philosophy which might well be imitated by firms resenting competition.

"After 10 years experience operating a small fence company, we feel somewhat like the Ph. D., who was asked to explain a philosopher," says Ed Dooling. "Why, he is a man who knows more and more about less and less and finally he gets to know everything about nothing."

"In the fence business, where our learning comes the hard way and by practical experience, we have

OBSERVATIONS—Continued next page.



Edward H. Dooling, Pres., and George Schlueter, V.P., of Anvil-Bell

found that getting to know more and more (people, that is), makes it less and less likely that we will have to do much moaning over the big deal that got away to our competitors."

"Getting down near the bottom of our order file means an increase in leg work to us. Instead of waiting for something to develop and prospective buyers to call us (and probably every other competitor in the area) we call on them. In our section, no one without a fence ever objected to our dropping by to present our card or a complete sales story."

Anvil-Bell make note of the fact that they have never published any advertising where they offer spectacular savings. The owners state that the fence business is a contract arrangement and therefore should not be presented as a merchandising deal. Quality materials and expert workmanship by men trained in their methods is the basis of their business. "To see that every customer is thoroughly satisfied, is a must with us. With several thousand jobs completed and an equal number of friends resulting from them, our methods pay off in friendly public relations and many referrals."

To further quote Anvil-Bell's president Edward Dooling, "No job is too small for us, although some that we get a chance to bid on are too large, in which case, we contact our friends in the business who are large enough to handle them. This pays off in friendly relations with our competitors and has resulted in sub-contract work from them in our area."

"We also maintain very pleasant relations with our suppliers on whom we must depend for our materials. We have a good reputation with the banks who know us for what we are, a small but reliable company. Like all small companies in these days of rugged competition, our survival depends on an old old formula, 10% inspiration and 90% perspiration."

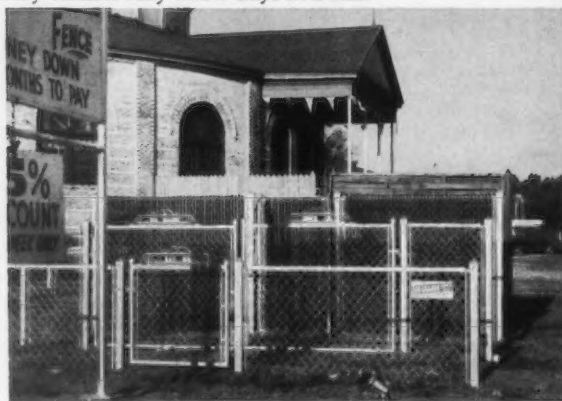
The office, warehouse and storage area owned by the firm occupies 28,000 square feet of space. They operate three large trucks plus a station wagon which are equipped to service any fence job including small deliveries to "many" do-it-yourself customers.

Rio Grande Fence, Macon, Ga. . .

Fairs offer a splendid opportunity for genuine fence prospects according to J. D. Morris, manager of the Rio Grande Fence Co., Macon, Georgia (with another branch at Montgomery, Alabama and home offices in Columbus, Georgia).

The photograph on this page is the set-up exhibit of Rio Grande at a country fair, consisting of chain-link, redwood, cypress and fence gates. The exhibit is flood-lighted at night and a sign offers a special 5% discount during fair week only. In order to secure choice exhibit space it is necessary to speak for it early to fair managers.

"County and regional fairs produce business," says Mr. Morris. His firm has been exhibiting for the past several years as a means of getting prospects and they get more "really good" prospects from the fair's visitors than by any other means, and this considering that they exhibit only a few days at a fair.



Rio Grande fence display set-up at a country fair.

While the Winter months may not be Fair months, advises Mr. Morris, it is the best time to work out details with the managers of the fairs. This applies to the North as well as the South.

The Rio Grande Fence Company exhibits at the Macon, Georgia fair and keeps a man on hand from the morning opening until final night closing time. One of the easiest mistakes to make Mr. Morris points out, is to leave your exhibit unattended for prospects are lost as a result.

The oddity of exhibiting at fairs, believe it or not, is that most of the prospects secured are from the city . . . from families who have been thinking about installing a fence, according to Mr. Morris' experience. He says, "if it were not for the city folks attending the fairs, there wouldn't be any fence prospects."

Our reporter sums up advice given by Mr. Morris to those who may consider exhibiting at fairs, namely: Location, should be near the main entrance to catch them coming and going. Keeping someone at the exhibit at all times, never leave the exhibit vacant. Get names and addresses of all who stop by and get definite appointments to see prospects at their homes. Don't try to sell at the fair, no signed contracts, you can sell a larger order when going over the ground to be fenced. It isn't necessary to go to any great expense fixing up a fence exhibit, with the exception of the

More OBSERVATIONS—Next page.

OBSERVATIONS . . continued

fence products, some floodlights and a sign or two that will attract attention. Night time has proven to be the best time to secure fence prospects. Special inducements on signs will attract prospects. Some exhibitors use registration books for visitors to sign, therefore simplifying the method of securing lists.

"We give no prizes away," advises Mr. Morris, this eliminates a lot of names of people who are looking for something for nothing. Rio Grande Fence Company seeks out only those people attending the fairs who are really interested in seeing and talking fences.



The office, truck and jeep of A-1 Fence Co.

A-1 Fence, Fishkill, N. Y.

A Fine Fence Makes Friendly Neighbors, to paraphrase Mr. and Mrs. James Ruppert and Son, sole owners of the A-1 Fence Company, on Route 82, Fishkill, N. Y.

The Ruppert's started in the fence business during 1950 and their business operation was confined to the wood fence field until 1955 when they became members of the Page Fence Association and added chain-link, which now accounts for 60% of their volume.

"When we started in 1950, the fence business was not an easy task, for the people in the area in which we lived were not fence-minded. Today, this attitude has changed and there is a realization among home

owners and others that the right fence adds the needed protection for family and property and enhances values," states James Ruppert.

A-1 Fence Company employs and has available for instant call numerous top flight experienced erectors and they use modern equipment which enables them to undertake any fence job, small or immense, quickly and efficiently.

The Ruppert's find the following equipment most useful: A half-ton pick-up truck for estimating; A three-quarter ton truck with utility body to carry fittings and to stretch chain link fabric; A one and one-half ton flat body truck with a mounted half-bag cement mixer and other contrivances for setting posts; A four-wheel drive jeep with a mounted hydraulic post hole digger, and a compressor from which an 80 lb. jackhammer, a 55 lb. rock drill and an air chainsaw can be operated. The jeep and equipment on it "is our greatest labor saving device," they attest.

The office and shop of the firm occupies a 30 x 60' building on a one and a quarter acre lot adjacent to the home of the Ruppert family and across from the shop they have an acre allotted as a parking area for their customers.

"We have been successful in this business because we operate on the theory of giving the customer a little more service and courtesy than is expected. This has paid off for us many times over and the future for our little fence business is a bright one." The right approach for any business according to the owners of A-1 Fence Company.



California Redwood Association, San Francisco . .

Bernarr Bates (facing the camera) poses a tough one for William L. Hewes, Jr., advertising manager for the Hudson Publishing Company. It seems that Mr. Bates is pleased with the result, or maybe it was the attractive booth he set up and manned for the California Redwood Association at the recent retail lumber dealer's show held in Chicago.

FI's working editor and publisher who took this interesting shot discussed the values of this trade magazine with Mr. Bates and we quote him, "The inquiries we have received and are receiving at the Redwood Association office in San Francisco are not only plentiful, they are valuable, and our members tell us so."

Should you have a redwood supply problem, we refer you to Bernarr Bates, a very likeable and friendly person who knows all the redwood answers and sources. He can be reached at the association office, 576 Sacramento St., San Francisco 11, California.

SURVEY and Analysis . . .

The first of two reports to be published concerning all phases of the fence industry and its operations during 1958 and comparisons to 1957.

The first national survey conducted by FENCE INDUSTRY queried more than 9000 business concerns for information concerning the following: Length of time in business, whether a fence manufacturer, distributor, retailer, fence fittings supplier, etc. Whether local, statewide, national, import or export. Branches operated, base of operations, number of persons employed and how employed. Types of materials carried, volume of business attained, comparisons to previous year. Expectations of exceeding previous volume. How business is secured. Number of erecting crews employed, and other pertinent data necessary to formulate and project the information concerning the general trend and condition of the Fence Industry, which in part, appears in this issue.

Replies to our Survey Form No. 1 arrived slowly but steadily over a period of three months and totalled 1330 responses. Some questions were ignored as inconsequential but in the essence, most were given. We assumed in some instances where replies were not sufficiently clear that the questions did not apply and these responses were discarded.

The information given as a result of our survey is not intended to give a complete picture of the industry for our responses were not obtainable from the trade in its entirety. It does however give most interesting facets and data not heretofore available. As we progress, our surveys will be enlarged.

LENGTH OF TIME IN BUSINESS!

Replies to this question indicates that 39.38% have been in business for a period of from 1 to 5 years, and only 9% of this group report as having been in business only 1 year. Those in the 6 to 10 year group total 18.40%. The mortality or disengagement appears to take place after the 5th year in the fence business although 15.80% have operated over a period of 11 to 15 years. The 20 through 26 year and 27 to 31 year groups each total 7.55% or a total of 15.10% in business from 20 through 31 years. The drop from the 16th year on is approximately 50% and numerical continuity is not maintained. The 33 to 48 year operations total 6.79% and those who have been in business 51 to 65 years total 4.53%. Not included in these figures are 7 firms reporting having a fence business in duration 72 to 200 years.

In projecting this phase of our survey it is interesting to note that 73.58% remain in the fence business for a period of from 1 to 15 years and the high point or strongest percentage are in the 5 year group. Those who remain in the field during a period which may be considered a lifetime and starting at 20 years totals 26.42%. It may be assumed then that one out of every four firms in the fence business is firmly established if 20 years is to be taken as a base. This of course is no reflection on those firms in business for a lesser period who may well continue on through the years.

39.38

EXPECTANCY REPORT . . . Or Duration Of Operations In The Fence Industry . . .

This graph may indicate expectancy or mortality rate for firms now in the fence business. It is however based on firms reporting length of time of activities in this field.

1-5 Yrs

18.40

15.80

6-10 Yrs

11-15 Yrs

7.55

7.55

6.79

4.53

20-26 Yrs

27-31 Yrs

33-48 Yrs

51-Over

530

240

210

100

100

90

60

The numerals at the top are the percentages for firms reporting. The Center numerals cover the length of time in business. The bottom numerals indicate the number of firms in each group reporting.

DO BUSINESS, NATIONALLY! — STATEWIDE! — LOCAL! — EXPORT!

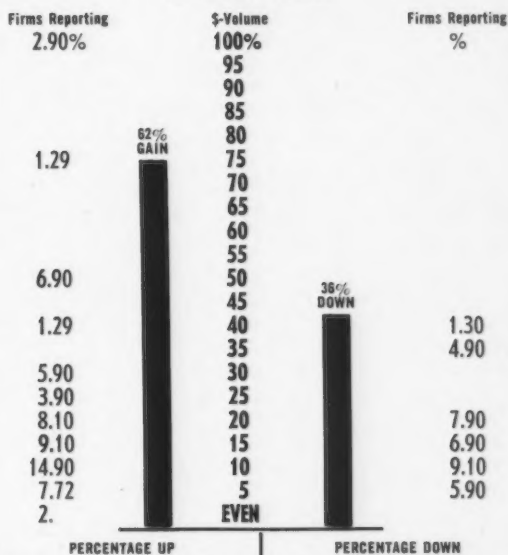
Those firms with branches and other outlets doing a national business total 19%. Fence companies confining their operations closer to home and doing a statewide business total 24%. Local area operators (in 15 to 50 mile radius) comprise 50% of the total and 7% report as doing an export business. Figures are given here to the closest fraction based on 1330 firms reporting. Commenting on the large percentage of fence firms doing a local business only: We believe this figure will be increased in 1959 due to prohibitive operating costs. We have noted the closing of many branch offices by firms operating nationally during the past 6 months. Local and statewide fence firms may find the competition less keen on bidding the "big" jobs during 1959.

TOTAL PERSONS EMPLOYED! — IN SALES! — CLERICAL! — ERECTORS — FACTORY AND WAREHOUSE!

The total number of persons reported employed by 1110 firms operating a fence business is 39,474. Two hundred and twenty firms did not reply to the questions above. The over all aggregate appears to be approximately 29.69 persons per operation. Although the firms reporting indicates a percentage of 35.62 persons per firm average, we have analyzed and deleted from the totals furnished on incomplete forms and from percentages, which we believe presents a more accurate figure. It is of interest to note the number of employees reported in sales and clerical work as compared to outside fence installers and factory and warehouse labor. In many instances our respondents omit or indicate non-employment of either sales, warehouse, or the other types of labor we have queried them about. This is due to the fact that some employees may undertake various forms of work in single establishments. As a result ½ workers are reported in some departments.

Using 2245 employees as a base figure we find the following breakdown in the various departments of employment: Sales 540 or approx. 24% plus.—Clerical 305 or approximately 14% minus.—Erectors and installers 896 or approximately 39% plus.—Factory and Warehouse 504 or approximately 23% minus. (Fractions being omitted.) In selecting 2245 employees as a base we used the survey returns of 147 concerns reporting the largest increase in dollar volume during 1958. Here we note an average of 15.40% employee average per firm. A reduction approximating 49% of the over all industry employee figures. This is an indicator for firms who have increased their gross dollar volume and remain with a static or reduced profit report. It seems then, that the pattern needed to operate successfully in this field requires 24 salesmen, 14 clerical workers, 40 erectors or installers and 22 factory or warehousemen per 100 employees or a similar ratio based on number employed.

Percentage Drift Of Business Volume In 1958 As Compared to 1957



Figures at left and right of chart denotes firms reporting gain or loss. Center figures denotes their increase or approximate decrease in dollar volume.

DID VOLUME OF BUSINESS IN 1958 EXCEED 1957?

Our survey figures based on total reporting indicates that 62% of the industry enjoyed an increase in volume ranging from 1% to 150%. (This was incorrectly reported in our editorial of November 1958.) Those reporting a decrease in volume totalled 36% and 2% of the firms reported business as "the same as last year." The downward trend ranged from 1% to 40% less business and the upward trend ranged as stated from 1% to 150% increase in business per firm reporting. The increase in the aggregate was 38%. Fewer firms benefitted by the increased volume. We cannot attribute this disparity to any specific factor at the moment.

The breakdown percentage-wise of 1129 firms reporting the business trend for their firms are as follows:

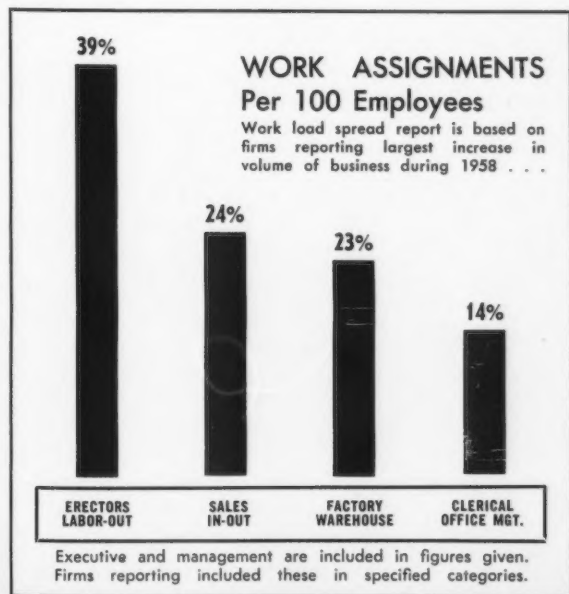
BUSINESS VOLUME DOWN—

1% to 5% less business 5.90% of firms reporting; 10% less, 9.10% of f.r.; 15% less, 6.90% of f.r.; 20% less, 7.90% of f.r.; 33 1/3% less, 4.90% of f.r.; 40% less, 1.30% of f.r. Total of firms reporting less business is 36%.

BUSINESS VOLUME UP—

5% more business 7.72% of firms reporting; 10% increase, 14.90% of f.r.; 15% increase, 9.10% of f.r.; 20% increase, 8.10% of f.r.; 25% increase, 3.90% of f.r.; 30% increase, 5.90% of f.r.; 40% increase, 1.29% of f.r.; 50% increase, 6.90% of f.r.; 75% increase, 1.29% of f.r.; 100% increase and over, 2.90% of f.r. (f.r. refers to firms reporting) Total of firms reporting more business is 62%. Those reporting business volume even with 1957 was 2% of the total.

More Survey—Next Page.



WHAT LINES DO YOU SELL! — CHAIN LINK! — BARBED WIRE! — METAL PICKET! — WOOD! — BLOCK! — ORNAMENTAL IRON! — OTHER TYPES

In addition to the above we find responses which includes reed, slump-stone, plastic coated, bamboo, car ports, clothes poles, plywood, snow fence, gate posts, farm fence, pipe fence, woven wire, poultry netting, welded wire, metal fabrics, fiberglass, highway road guards and cable fence as well as others too numerous to mention. It seems you can build a fence with any product or material. Using 1000 replies as a projected figure for the entire industry we find: Chain-link occupying 1st position as the top selling product for 29.25% of the firms reporting; Wood is in second place and close, with 27%; Barbed wire 16%; Ornamental Iron 11%; Metal Picket 8.75 percent; Miscellaneous 5% and Block fence materials 3%. These figures are however deceiving other than to point out products in greatest demand. For we are well aware of cost factors that separate chain link, wood and ornamental iron. The important information to be gathered from the aforementioned questions is: What are the fence firms stocking and selling and how varied are their lines? Is the field expanding by carrying complete lines and what are they doing along these lines? Here then, are some of the answers:

- 17% Sell chain-link, barbed-wire, wood and ornamental iron.
- 14% Sell all of the above (with some deviations) including metal picket. (31% of total).
- 14% Report sales in chainlink and wood only and have omitted barbed wire from their category and an additional 13% report chain-link, wood and barbed wire. (27% of total).
- 12% Report as in wood fence products only.
- 7% Sell Chain-link, barbed wire, metal picket and wood.
- 10% Of the industry reporting sell chain-link and barbed wire only.
- 13% of the industry reporting specialize with ornamental iron leading the list by 4% of this total in fencing and the other 9% operate as follows; wood and block fence; metal picket only; chain-link and ornamental iron only; chain-link, barbed wire, wood and block only; Chainlink, wood and block only; Metal picket and ornamental iron only and at the bottom of the list we have wood and ornamental iron only.

72% Sell Chain-Link—61% Wood—33 1/3% Ornamental Iron, Etc.

It is important and interesting to note that all products used in fences with the exception of block intercross. (Chainlink, metal picket, ornamental iron, wood and wire.) We also find in further analyzing these figures that approximately 72% of the entire industry sell chainlink. Approximately 61% sell wood. 60.50% are carrying barbed wire. 33 1/3% include ornamental iron. Close to 21% carry metal picket and the other products mentioned present a minor percentage of the whole. From these figures we may glean the fact that a complete selling job is not being accomplished by the manufacturers in their specific fields for it appears that firms in the fence business will stock or sell practically all fence products.

DOING BUSINESS, WHOLESALE-RETAIL! — RETAIL ONLY! — WHOLESALE ONLY!

Percentages favor the wholesale-retail operation with 60% reporting as being in both phases. Those solely in the retail end of the business total 28% and 12% report as being strictly wholesale. It may be assumed in digesting these figures that many concerns reporting as wholesale-retail are self designated and selling close to their own wholesale purchases on volume business. We can see no other reason for the preponderance of wholesale-retail operations in this field unless the manufacturers offer little or no protection to established distributors. This is an observation and not intended as a directive.

IN FENCE ERECTING! — IN FENCE MFG.! — IN FITTINGS MFG.!

Those responding to the questions above and analyzed for the industry in its entirety, is projected as follows: Firms in the erecting business 62% . . . those qualifying as manufacturers 28% . . . fittings, parts and pipe manufacturers, etc. 9%. Approximately 1% of the responses were not clear on these questions. It is to be noted that in some instances firms reporting were active in all three phases of the fence business. The high percentage of manufacturing may be due to firms supplying their own installing materials and those in wood and ornamental iron. Percentagewise there may be a slight variation in these figures on separating the three fields.

BRANCHES, HOW MANY! — CITY—BASE OF OPERATIONS!

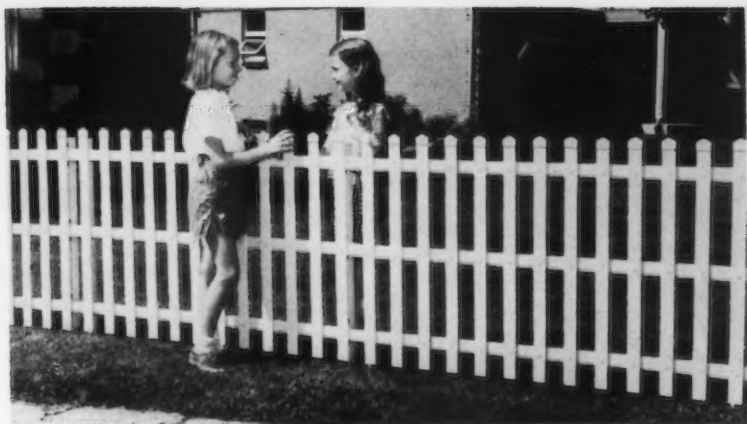
One hundred and forty four firms report having branches in one or more cities. Oddly enough only 39 states reported on this question and many ignoring it completely. We presume that some of the branches reported are based on the use of different company names used by individual firms in one city or in their base of operations. New York and Texas predominate in this phase of the report.

DO YOU IMPORT FENCE MATERIALS!

Only thirty seven companies reported importing fence materials, as follows: Australia 1; Belgium 6; Canada 3; England 6; France 6; Germany 8; Japan 6; and one firm reports importing bamboo from Mexico. Plastic coated fabrics in colors, an English import, has been doing rather well in the U. S. A., so has bamboo and reed.

More pertinent information will be available in the next issue of Fence Industry concerning sources of doing specific volume; gross volume of firms reporting; business; methods of hiring; values placed on business percentage-wise costs; lines offering best profits; fields returning most business, inventories carried and so forth.

The Editors of Fence Industry thanks all of those firms in the field who replied to our requests for information, for without their cooperation this report would not have been possible. Eventually, we hope, the entire industry will join in our efforts so that valuable information may be imparted for the interest and benefit of all and sundry within its environs.



Note that fence has three horizontal rails for added support.

All Steel Picket Is Now Packaged

All-steel fences in the same price bracket as wood is being introduced by Carey-McFall Company, Philadelphia, manufacturers of CAR-MAC Grass Stop, Trellises and other garden products. The new CAR-MAC fencing is made in picket and estate rail styles. Both are available with vinyl-coating finish of white, pastel shades of pink, green and yellow.

The fences are especially designed as an install-it-yourself item. The posts are set in the ground or concrete. Only a screwdriver is required to secure the rails and pickets to the posts. Both models are easily adjusted to fit the slope of the ground. They also "curve" to coincide with the property line. All posts can be used at corners. Gates for driveways and walks are available in both styles.

The CAR-MAC fences are said to be the industry's first to be pre-packed. To reduce handling and storage problems for dealers, the fence sections are packed in "take home" cartons measuring only four inches square and the length of

the sections. Picket sections are seven feet long, estate rail 4½ feet. Each carton includes posts, rails, hardware and illustrated instructions.

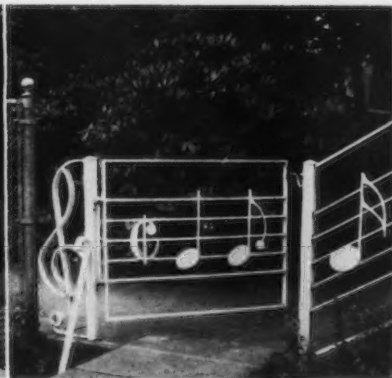
The picket fence has three horizontal rails for added strength and support to the pickets. Each picket is topped with a Nylon cap in matching color. Matching colored caps for rail ends also are included. "Thumb-push" Nylon nails hold pickets permanently in place. The horizontal rails of the Estate fence fasten to posts with an exclusive aluminum lock plate. Posts and rail ends have matching color and weather-proof polyethylene caps.

Two types of floor display stands are available from Carey-McFall Company. The deluxe stand holds four special display sections and occupies only eight square feet of area. Single display stands hold only one fence section and occupies approximately three square feet. Other selling aids, including a dealer-imprinted folder, are available from the manufacturer.

— Or Circle BUYERS SERVICE CARD No. 10



MITTAG PRODUCES MODERN DESIGNS IN RAILINGS AND GATES



A complete page of illustrations concerning these novel mild strip steel railings and gates appeared in FI's November '58 issue. These

are being repeated on request with additional information as to process used in the column at the right. (Tell us about your products.)

More Details on Mittag's Music Fences

The November 1958 issue of Fence Industry carried a pictorial presentation of Irv Mittag's 990 Welding Supply Co., music railings, gates and fences. We omitted some of the details as to construction methods and metals used, as a result, many of our readers have written for additional information. The Mittag firm is located at 183 Chestnut St., Ridgewood, N. J. They are authorized dealers for the Air Reduction Sales Company, 150 E. 42nd St., New York 17, N. Y.

All the materials used in the music fences are mild steel. The notes, clefs, brackets, sharps, flats and key signatures were first flame cut with "Airco" manual oxy-acetylene cutting torch.



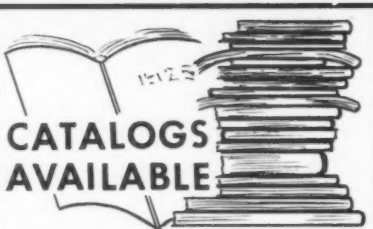
Notes are copied directly from the sheet music. Other photos lower left of this page

Clefs, which were formed of flat strip stock, were bent into shape on a regular bending machine. The staffs, to which all shapes were arc welded, are mild low-carbon strip steel. Vertical bars between the measures are hollow square mild steel tubes.

All parts were sub-assembled in the Mittag shop into convenient lengths using manual metal-arc welding with E6012—and E6013 covered electrodes.

The stair and sun deck railings (apart from music installation) were formed in essentially the same manner, though without the oxygen cutting. Materials; mild strip steel which were bent into the shapes on a bending machine. Again, metal-arc welding was employed to join shapes to the top and bottom stringers. On both jobs arc-welding was used to minimize distortion. Both fillet and short tack welds were applied. For further information concerning this process write Shelton Stone, Air Reduction Sales Company or Circle BUYERS SERVICE CARD No. 14.

A comprehensive guide, listing services and products offered by manufacturers, distributors and importers. In many cases incomplete products listings are presented due to space limitations. Nevertheless, a representative listing of products is given in order to acquaint the reader with the general type of merchandise each concern handles. **THOSE DESIRING TO SECURE COPIES OF THESE CATALOGS SHOULD WRITE ON THEIR BUSINESS LETTERHEAD DIRECT TO THE COMPANIES NAMED, MENTIONING FENCE INDUSTRY or by using the BUYERS SERVICE CARD appearing in this issue.**



Manufacturers and wholesalers are invited to send their catalogs or brochures to the CATALOG EDITOR.

ALL PRODUCTS CO., Box 10, Mineral Wells, Texas. 8 Page Booklet in colors describing "Panel-Vent" fence. Vertical and horizontal aluminum picket fences pictured in various installations with special tool for installing. Circle No. 100 on Buyers Service Card.

ALUMINUM FENCE CO., 3161 E. 80th St., Cleveland 4, Ohio. 3 Page Price List in effect since Sept. 1958, for dealers. Concerns discounts, fabric sizes and list prices, standard pipe, posts, terminals, nuts-bolts, caps, rail-ends, gates, etc. Circle No. 101 on Buyers Service Card.

ARCATA REDWOOD CO., P. O. Box 218, Arcata, Calif. 16 Pages photographically presented concerning the Arcata redwood operations from forest to cut timber at mills, methods of sorting, etc. Presentation titled Arcata Redwood Story. Circle No. 102 on Buyers Service Card.

ARROWSMITH TOOL & DIE CORP., 5736 W. 96th St., Los Angeles 45, Calif. 2 Pages concerning ornamental gate latch locks, gate and pull sets, masonry adapter, gate pulls, and methods for installation to wood or masonry. Circle No. 103 on Buyers Service Card.

BELL FENCE & GALVANIZING CO., 120 College, Beaumont, Texas. 3 Pages including prices on chain link fabric, top rail sleeves, gate ornaments, tension bars, scrolls, line caps, terminal tops, gate clips, gate bells and other chain link fence products. Circle No. 104 on Buyers Service Card.

BERGANDI MFG. CO. INC., 2411 N. Chico Ave., South El Monte, Calif. 6 Page folder in color describing the Bergandi high speed automatic chain-link fence weaving machine. Lists fabric production time, height of fabric, knuckling, barbing wire-mesh, and other details. Write the manufacturer or Circle No. 131 on Buyers Service Card.

CORRULUX DIV., L-O-F GLASS FIBERS CO., 237 Lancaster, Devon, Pa. 8 Pages of individual sheets concerning useage of fiberglass and specific instructions on materials to use in building fences with "Corrulux" panels. Includes basket-weave, privacy, horizontal, fence trim and partitions and planned drawings. Circle No. 105 on Buyers Service Card.

COX FENCE FITTINGS CO., 1010 S. Industrial Blvd., Dallas, Texas. 58 Pages concerning all types of chain link fence fittings, parts, prices and style numbers for identification, drop bar assemblies, fabrics, residential gates and metal slat material for inserting into chain link fabric, etc. Circle No. 106 on Buyers Service Card.

DUNCAN LUMBER CO. INC., 818 Securities Bldg., Seattle 1, Wash. 2 Brochures concerning split red cedar fences, panels, picket and hand split rail and posts. Includes description, size, prices and weight. Circle No. 107 on Buyers Service Card.

EARLY AMERICAN FENCE CO., Escanaba, Michigan 5 Page descriptive folder in color concerning Northern Michigan White Cedar rustic fences, including general information on basket weave, split picket, full round post and rail, stockade, Cape Cod, border and driveway etc. Circle No. 108 on Buyers Service Card.

EMPIRE FENCE CO., 314 Buffalo Road, Rochester, N. Y. 30 Page Catalog of loose leaf slip sheet pages concerning malleable fence fittings. Included are illustrations, style numbers, number to package, weight, prices, etc. This new catalog also contains sample of aluminum fence tie. Circle No. 109 on Buyers Service Card.

FILON PLASTICS CORP., 2051 E. Maple Ave., El Segundo, Calif. Colorful Folder containing 22 separate presentations on the useage of fiberglass and nylon panels, including proofs of art work for advertisements which dealers of this product may use. Circle No. 110 on Buyers Service Card.

FLEXTELLA FENCING & ENGINEERING LTD., 29 Cromwell Rd., South Kensington, London S.W. 7, England. 24 Page Booklet concerning chain-link and plastic coated chain-link fabrics "Plastella" in color. Booklet gives erection advice, lists prices and other data including tennis court enclosures. Circle No. 111 on Buyers Service Card.

FORBES STEEL CORPORATION, Canonsburg, Pa. 24 Page descriptive catalog in color concerning welded wire fabric, reinforcing mesh, lawn fence and illustrated descriptive material on manufacturing processes, useage, style heights, spacings, approximate weights per roll, etc. Circle No. 112 on Buyers Service Card.

L. B. FOSTER CO., P. O. Box 1647, Pittsburgh 30, Pa. Descriptive flyer on pipe and tubing for the fence industry. Galvanized fence pipe, galvanized pipe-size tubing and aluminum pipe in fence sizes are offered in combined immediate package shipments at savings. Circle No. 114 on Buyers Service Card.

HABITANT FENCE INC., Bay City, Mich. 4 Page descriptive folder concerning "Glare-Guard" safety fence which is offered as the ideal highway safety fence. Illustrations and information describes use of fence thoroughly. Circle No. 115 on Buyers Service Card.

HURD LUMBER CO., 303 Fratt Bldg., Billings, Montana. 2 Pages concerning a tapered, modern wooden fence post which "will take all types of wire," and a powered post driver which is set-up on a tractor. Metal driving cap for posts permits driving by hand sledge, post being tapered. Circle No. 116 on Buyers Service Card.

**Do not use Service Card after expiration
Write manufacturers direct for catalogs.**

INTERNATIONAL ELECTRIC FENCE CO., 602 Commercial St., Albert Lea, Minn. 8 Pages concerning electric fence controllers, choppers, battery charger, portable air compressors and other items for farm fences etc. Circle No. 117 on Buyers Service Card.

KAISER ALUMINUM & CHEMICAL SALES, INC., 919 N. Michigan Ave., Chicago 11, Ill. 4 Page brochure concerning use of aluminum diamond rib panels for fences, partitions, enclosures etc., and method for construction. Finished installations are described. Circle No. 118 on Buyers Service Card.

KINGSFORD ORNAMENTAL BUILDING PRODUCTS, Division of Comaco, Inc., P. O. Box 9536, Pittsburgh 23, Pa. 4 Page folder concerning ornamental iron railings, columns, scrolls and ornaments, etc. Information is given on methods of application. Circle No. 119 on Buyers Service Card.

KUSIK'S IMPORTERS AND WHOLESALES, 5925 Oak St., Temple City, Calif. Large folder concerning mildew treated reed fence furnished in rolls. Folder describes methods and use of reed fence and simple manner in which installations are accomplished. Circle No. 120 on Buyers Service Card.

NATIONAL ALUMINUM PRODUCTS CO., 703 Pressley St., Pittsburgh 12, Pa. Numerous pages and folder concerning aluminum railing, door grilles, standard, de luxe and heavy columns, bar, initial, door grilles and accessories and prices, etc. Circle No. 121 on Buyers Service Card.

THE NICHOLSON FENCE CO., 6159 N. Broadway, Wichita 15, Kas. Page Flyer and illustrated folder concerning redwood fences, styles made, instructions, also fence frames for wire and chain link fabrics. Write direct or Circle No. 132 on Buyers Service Card.

THE PACIFIC COAST COMPANY, Willits, Calif. 3 Brochures in colorful and interesting presentation concerning siding and pre-cut packaged fences of California redwood. One folder 19 styles of redwood fences, gives sizes of sections and other data. Circle No. 122 on Buyers Service Card.

PERMA-CAST COMPANY, 305 West St., Pueblo, Colorado. 14 Page catalog containing slip sheets concerning permanent mold aluminum castings. The following fence fittings are described; acorn post caps, eastern acorn caps, half ball caps, rail ends, line tops, barbed wire extension arms, etc. Catalog numbers, prices, sizes and other data is given. Circle No. 123 on Buyers Service Card.

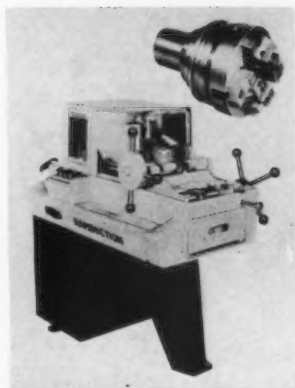
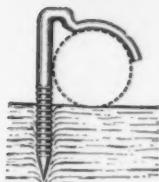
PIONEER INDUSTRIES, INC., 2700 Hawkeye Drive, Sioux City, Iowa. 4 Page brochure describing Pioneer "Tubalite" gates, now in use as stock control and farm gate. Includes fittings and other data. Product is protected by patents. Firm offers to engineer special gates. Circle No. 124 on Buyers Service Card.

RIPPOLITE PLASTIC PRODUCTS, INC., 3910 Cohasset St., Burbank, Calif. Numerous brochures and folders concerning plastic translucent or opaque structural panels which may be used for siding, fences and so forth. Folders describe uses, types of panels available and methods of construction. Circle No. 125 on Buyers Service Card.

TOLEDO FENCE & SUPPLY CO., 3060 Monroe St., Toledo 6, Ohio. 7 Price sheets listing sizes, prices and quantities and other data on fences of all types, nails, posts, wire, gates, electric fence materials, farm fences, in aluminum, steel, wood and related materials. Circle No. 126 on Buyers Service Card.

FENCE

Service Aids



NEW BOLT THREADING MACHINES with rotary, tangential dieheads have been recently placed on the market. Two new machines: No. 791-AT "Rapiduction" has a capacity covering all sizes of bolts or rods from 1/4" to 1 1/2" and pipe or nipples from 1/8" to 1 1/4". Machine No. 792-AT threads bolts or rods from 1/4" to 2" and pipe or nipples from 1/8" to 2". For further details write The Oster Mfg. Co., (L. S. Newman), E. 289th & Nickel Plate R. R., Wickliffe, Ohio, or

Circle BUYERS SERVICE CARD No. 7



ONE-PIECE BENT FRAME gate in 1 3/8" O. D. standard or 1 1/16" OD economy. Manufacturer claims to be one of few remaining companies fabricating one-piece bent frame in metropolitan New York area. Aluminum corner lug at bottom of gate acts as fuse on collision and is easily and cheaply replaced according to manufacturer. For details write Acorn Wire Fence Co., 520 Newport St., Brooklyn 7, N. Y. or

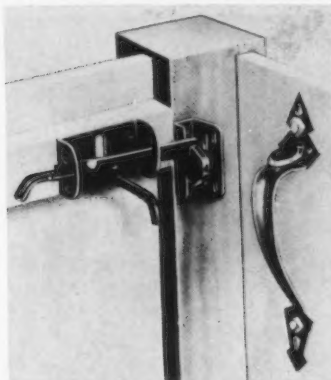
Circle BUYERS SERVICE CARD No. 5

NEW FENCE STRETCHER (no illustration) recently perfected which operates on the cantilever basis. Bar permits easy adjustment for pin placement. Now being marketed, maker states the stretcher is ideal for gates and price is competitive. For details write Cross Country Fence Service, 426 Uffman Ave., Dayton 10, Ohio or

Circle BUYERS SERVICE CARD No. 38

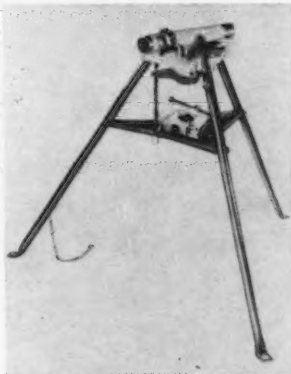
CONDUIT DRIVE-STRAPS for hanging thinwall and rigid conduit, pipe, cable, BX, tubing, etc., in wood and in masonry materials. The annular thread is recommended for wood and is claimed to have 3 times normal holding power; drives in like common nail. The vertical thread, recommended for masonry, also drives like common nail and is hardened steel electroplated. For details write Holub Industries, Inc., Sycamore, Ill. or

Circle BUYERS SERVICE CARD No. 2



ORNAMENTAL GATE LATCH for left or right hand gates, swinging in or out. Ornamental pull, always on the outside and locking mechanism always on the inside. Is claimed to have three-ply finish of cadmium, cronak and baked enamel, which, according to the manufacturer, assures maximum in rust resistance. The product may be slide bolt locked or padlocked. For details write Arrowsmith Tool & Die Corp., 5736 W. 96th St., Los Angeles 45, Calif. or

Circle BUYERS SERVICE CARD No. 4



NEW VISE STANDS with chain vise, 1/8" to 5" and yoke vise 1/8" to 2 1/2" are said to contain several new features according to the manufacturers, Toledo Pipe Threading Machine Co., 1445 Summit St., Toledo 4, Ohio. Either model can be converted from chain to yoke or vice versa. Collapse is prevented by sturdy steel folding tray. Vises have 3 pipe benders over rear leg, eliminating tipping. Tool slots, ceiling brace screw and rubber grommets in feet to prevent creeping.

Circle BUYERS SERVICE CARD No. 6

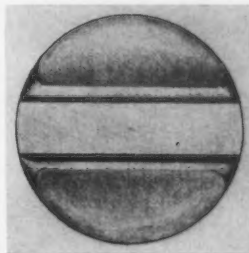
FENCE ROSE TRELLIS is now available in individually self-selling display package which contains 24" widths in 8 or 10 foot lengths and 6 are packed to each shipping carton. The product made by Cyclone, "Red Tag" aluminum, who are now also pre-packaging Fiberglass screening in pre-cut 66" lengths. For details write Cyclone Fence Dept., Foss Park, Waukegan, Ill. or

Circle BUYERS SERVICE CARD No. 3



NEW ABRASIVE PRODUCTS of 5 basic items consisting of a hand sander, wood rasp or file, a contour rasp or file, an abrasive saw and an abrasive saw and sanding disc. Both saws are adaptable with either power hand tools or on conventional table stands. These tools are produced by permanently copper bonding "Tunco" crushed Tungsten Carbide particles to steel. Next to a diamond, this abrasive is the hardest substance known and is said to retain its sharp cutting edges even under hardest use. For details write Functional Products, Inc., 1460 E. River Road South, Aurora, Ill. or

Circle BUYERS SERVICE CARD No. 8



INDUSTRIAL CENTER STOP claimed to be the first aluminum center stop (industrial) on the American market. Rugged, round in shape to 6 1/2" dia. and facilitates installation in cement which can be trowelled easily to the contour. Is also claimed to utilize fence makers scrap 2" O. D. pipe for the anchor in the ground. For details write the manufacturer, Perma-Cast, 305 West St., Pueblo, Colorado or

Circle BUYERS SERVICE CARD No. 1



INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM
TO THE News Notices
Editor . . . for publication.

New Fence Method Developed May Prove To Be Revolutionary

A method of erecting fences which is claimed to be entirely new and revolutionary and can change all the aspects of accepted standards in the installation of chain-link fences, is being promoted by Tri-Set, Inc., 380 Hilton Road, Detroit 20, Michigan.

Products and tools necessary for this new method are now in the production stage and available to the trade, according to John J. Clatfelder, president and Worth W. Lamar, vice president of Tri-Set, Inc., who visited the office of Fence Industry recently to discuss and demonstrate the Tri-Set Method.

While the Editors of Fence Industry cannot take a position for or against any product or method but may merely present the facts, they were visibly impressed with this idea which is claimed to have been tested and from all the facts presented, really "shook-up" FI's top brass.

Although in essence the Tri-Set method is revolutionary, it appears to be based on sound fence construction and engineering principles. Planned to offer great savings in labor, materials and time lapse for installations, its inventor claims it will speed up payment for jobs which ordinarily is long delayed due to completion processes.

It is possible that the Tri-Set firm may have something for the Fence Industry comparable to aluminum and fibre glass replacing the old type awnings; present day refrigerators as compared to old style ice-boxes . . . we will have all the facts for you in an early issue of Fence Industry. For details write the manufacturer direct or CIRCLE BUYERS SERVICE CARD NO. 12.

Locke Mfg. Aids Dealers New Drill To Cut Costs

Locke Manufacturing Co., Lodi, Ohio, a leading producer of ornamental iron products, reports the availability to dealers of a new drill that promises to cut installation costs in half.

The abrasive drill offered is said to be the only one of this type available from an ornamental iron manufacturer for dealers use, thereby creating an added incentive for dealers selling Locke railings because of the increase in profits that can be made on an installation.

The versatile new drill is reported to penetrate concrete, marble, tile and terrazzo with equal ease. It will also drill through reinforcing rods which normally is a time consuming and costly operation.

The twenty-five pound drill is available in capacities from 1/2" to 2" and comes equipped with power unit, one and one half inch drill bits, same size expanding heads, 40 silicon carbon abrasive, water bulb and stem. For further details write the manufacturer or CIRCLE BUYERS SERVICE CARD NO. 128.

TELL US about your New Products or Services



YOUNGSTOWNS' WATSON RETIRES

The retirement of Walter E. Watson, vice chairman, has been announced by The Youngstown Sheet and Tube Company. Mr. Watson, a native of Middletown, Pennsylvania, has been a long time resident of Youngstown, Ohio, and prominent in the affairs of the community. His service in the steel industry began before the turn of the century and it brought him a wide circle of friends and acquaintances throughout the industry.

After completing his public education in Pennsylvania Mr. Watson worked during summer vacations for the American Tube and Iron Company at Middletown, tallying and shipping pipe. These earnings helped finance his enrollment at Shippensburg (Pa.) State Teachers College. He later supplemented his education with special work at the University of Pennsylvania. Mr. Watson taught school for two years before he joined the National Tube Company at Pittsburgh in 1901 as a salesman. After spending eight years at National Tube he joined the LaBelle Iron Works at Steubenville, Ohio, as assistant general manager of sales, a post he held for four years.

He joined the Youngstown Sheet and Tube Company in 1913 as assistant general manager of sales. He became general manager of sales in 1917, vice president in charge of sales in 1924, first vice-president in 1943, a director in 1944 and a member of the executive committee in 1953. Mr. Watson's election as vice chairman of the board became effective December 1, 1956. Before and during World War II Mr. Watson was active in government affairs.

IN EXCESS OF \$50,000,000, will be spent in a two year program at the Campbell Plant of the Youngstown Sheet & Tube Company to revamp a 79-inch hot strip mill. The improvement will enable the mill to roll larger diameter coils up to 40,000 pounds . . . Youngstown also recently announced the appointment of Emil A. Vierow, 1052 Shields Road, Youngstown as assistant to the manager, and that Myron S. Curtis, asst. to the president, retired after 47 years of service with the company.

Cyclone Fence Department Buying Office To Cleveland

The consolidation of virtually all purchasing activities of American Steel and Wire Division and its Cyclone Fence Department at the headquarters office in Cleveland was announced recently by Roger W. Berrett, director of purchases for this U. S. Steel unit.

The move, effective immediately, will involve transferring the eight-man purchasing staff in Chicago, the two purchasing representatives at Cyclone's headquarters in North Chicago, Ill., and three from Worcester, Mass.

Mr. Berrett emphasized that the transfer of purchasing personnel from these other areas to Cleveland "certainly does not mean that we intend to sever our relationships with suppliers in our plant areas. The move is designed to increase the effectiveness of the vital function of purchasing.

"Our past policy of buying many of the commodities we require to operate our business from suppliers adjacent to mill locations will continue," he stated.

F. D. Evans, district purchasing agent, was in charge of the Chicago office. In the Cleveland headquarters he will share supervision of the various buying responsibility areas with H. W. Oliver. Oliver was formerly district purchasing agent for the Cleveland and Pittsburgh districts. As purchasing agents, both will report to T. M. Haddock, assistant director of purchases.

Keystone Wire Cloth Has FTC Sales Trouble

The Federal Trade Commission recently charged that sales of wire screen made by Keystone Wire Cloth Co., Hanover, Pa., to Sherwatt Equipment & Mfg. Co. Inc., New York City, handled by broker Arthur Watts, who also is Sherwatt's president and majority stockholder, involved illegal brokerage.

Alleging that Mr. Watts has accepted brokerage fees ranging from 2 to 4% in these transactions, the FTC's complaint charges that his acceptance of the fees has the same effect as if Sherwatt had received the brokerage and turned it over to Mr. Watts. This practice is outlawed by Sec. 2(c) of the Robinson-Patman Amendment to the Clayton Act.

The complaint says that Keystone's yearly gross sales amount to about \$3,500,000, while Sherwatt's total \$500,000. Both Sherwatt and Mr. Watts have their offices at 47 Murray St., New York City.

The parties were granted 30 days in which to file answer to this complaint. A hearing is scheduled Jan. 16, 1959, in Hanover, Pa., before an FTC hearing examiner.

WE ARE NOW COMPILING INFORMATION for the FENCE INDUSTRY Trade Directory. Send for Listing Form if a jobber or manufacturer.

ence Industry

TRADE NEWS

BUYERS' SERVICE CARD

FREE and prompt information available to all readers concerning any product or service appearing in this issue.

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1959
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162	163	164	165	166	167	168	169	170	171	172	173	174	175	176

Please send catalogs or further information on items circled to:

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Street and Number	City and Zone	State

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Buyer Service

Some changes in the making And happenings in the industry

ROBERT S. BROWN, has been named manager of the fence department, Sears, Roebuck & Co. store at Orlando, Florida. He is a graduate of Emory University's School of Business Administration.

NELSON CHIASSEN, 273 Holcomb St., Hartford, dba Perfection Fence Company, 726 N. Main St., Waterbury, Connecticut, was adjudged bankrupt on a petition filed by him on October 25th, 1958. A creditors meeting was held on November 10th and final date for objections to be filed was December 12.

COX FENCE FITTINGS CO., 1010 S. Industrial Blvd., Dallas, Texas has announced a new innovation in fences and are promoting a colored steel slat which may be woven into chain-link mesh.

THE HOME BUILDERS SERVICE, 36½ S. Main St., Madisonville, Kentucky have been reported to be new in the field and are in sales and installations of chain link fence and materials.

HURD LUMBER CO., Box 812, Billings, Montana is promoting a tapered fence post that is treated to withstand time and weather. Once set in ground it appears to have great holding power but can easily be removed due to bottom taper.

F. T. JOHNSON is head of the recently incorporated Dooley's Fence Construction Company, the fence division which was formerly Dooley's Building Materials Co., with headquarters at 3883 N. 36th Ave., Phoenix, Arizona.

WILLIAM KLINGENBERG, dba Brooklyn Fence Service and Brooklyn Blacktop Fence Service, 4158 Jennings Road, Cleveland 9, Ohio, is reported as "out of business," leaving no forwarding address.

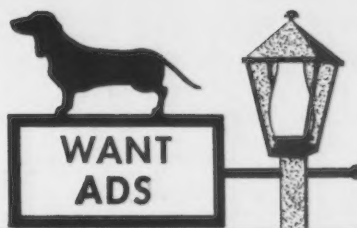
LAWRENCE & NEWELL, LTD., 3 Bestobell Road, Toronto 14, Ontario, Canada are the Canadian agents for Flexstella "Plastella" plastic coated chain-link in colors.

ROBERT G. MOLLOY, former sales manager for Navaco Corp., Dallas, has joined A & F TileBoard Co., of Alexandria, Louisiana as sales manager.

MARK A. RADOVICH, has recently organized the A.A.A. Fence & Supply Co., 4152 Milwaukee St., Denver, Colorado. Also reported as recently organized is Hurricane Fence Co., 2764 S. Downing St., Denver, Colorado, by Frank J. Pokorny.

A. D. SCHALCK, asst. general manager, Cyclone Fence Dept., American Steel & Wire Div., U. S. Steel Corp., Foss Park, North Chicago, Illinois is reported to be retiring this year after 36 years of continuous service with Cyclone.

THE EDITORS OF FENCE INDUSTRY extends its sympathy to the family of Max G. Hoffman, founder of the Chain Link Fence Corporation, Chicago, Illinois who passed away on Monday, October 27th 1958 and further apologizes for not having made mention of this fact in our November issue. Our sympathy also to the family of Larry Rutherford, Chicago Fence & Eqpt. Co., Chicago, Ill., former president of the Page Fence Association who passed away recently.



— PAYABLE IN ADVANCE —

CLASSIFIED Advertising Rates: \$1.00 per line. Count 6 words to the line. Payment must accompany order.

FOR SALE . . . fence business, handling wire, wood and iron. Excellent opportunity for aggressive and reputable salesman. Selling because of age. Reasonably priced. For details write Box JA-59-1.

FOR SALE . . . two chain link wire weaving machines. These machines are in new condition and guaranteed perfect. Also supervision available for complete galvanizing if needed. For details write Box JA-59-2.

MANUFACTURERS AGENTS WANTED . . . to represent manufacturer of complete line of chain link fence, fittings, gates, in Penn., Ohio, Mich., Indiana, Ill., Wisconsin, West Va., Ky., Tenn., North Car., Missouri, Iowa. Dealer and industrial accounts. Write full details to Box JA-59-3.

MANUFACTURERS AGENTS WANTED . . . to sell our quality signs used by erectors to advertise on their installations. For details write Box JA-59-4.

WANTED TO BUY . . . snow fence lath in carload quantities. Phone, write or call at once. Lincraft, Inc., Broad & Tatham Sts., Burlington, N. J., Tel. Dudley 6-0763.

BUY IT—SELL IT—TRADE IT—THROUGH
A FENCE INDUSTRY CLASSIFIED AD

California FCA Meeting Recommends "Enthusiasm"

The Fence Contractors Association, Los Angeles, California, composed of a most active group of fence contractors, has as its executive secretary Rupert F. "Rudy" Thompson, who is well known to the fence firms in California as a man who knows every phase of the fence business. The address of the FCA is P. O. Box 5180, Metropolitan Station, L. A. 55.

During a December meeting of the FCA a guest speaker, Edmund F. Shaheen, vice president of the Thomas Shaheen Co., real estate developers, addressed the members on the subject of "Generating Enthusiasm for Success." Mr. Shaheen, a Lieutenant Colonel in the U. S. Air Force Reserve and in command of an electronic Tactical Control Squadron stated that, "Enthusiasm is what makes you do things and accomplish what others do not do and this is what makes one succeed."

Use the BUYERS SERVICE Card for Information Concerning any product or service this issue



LIFT TRUCK WITH ACCUMULATOR Absorbs Load Shock

Lift truck demonstrates holding ability with loose load of lumber taken over rough and rocky surfaces.

The 18,000 pound capacity Yale G-3 truck is equipped with a hydraulic accumulator (a new innovation) to lessen load shock and possible spillage when traveling over rough terrain such as that pictured above.

Installed in the hydraulic system of the truck, the accumulator is a gas filled bladder which acts like a hydraulic spring to absorb shocks from jarring of the load.

Without the Accumulator, the jolts of load movement are taken directly by the lifting mechanism of the truck which would cause excessive wear of parts and the possibility of the load jarring off the forks.

Other modifications noted on the Yale truck were a swing shift—side shift attachment for easier load placement and pickup, an overhead guard and an operator's cab. For further information CIRCLE BUYERS SERVICE CARD NO. 129

ALASKA—Proj. #ABU-PH-7—construction general hospital at Kotzebue, Alaska, Virgil R. Farrell, Seattle Liaison Office, Bureau of Indian Affairs, 107 Federal Office Bldg., Seattle 4, Wash.

ALA—Proj. #PFL-111-1-88, constr. water system, \$82,000, Akron, Ala., Thomas G. Ramey, Mayor.—Decatur, Ala., renewal project approx. \$1,000,000, Chas. H. Parker, Dir., Decatur Housing Authority, P. O. Box 174.—Proj. #Ala. 1-CH-26(DS), construction, Marion Institute, Marion, Ala. R. C. Provine, Pres.

CALIF—Proj. #4-CH-54(D), construction at Los Angeles College of Optometry \$82,000, Los Angeles, James F. English, Comptroller.—Proj. 4-P-3260 preliminary planning on est. \$8,538,446 project Junior College, Norwalk, Calif. Henry F. Korsmeier, v.p., 11-442 E. Alondra Blvd.—Urban renewal project est. \$5,000,000 "Meadowbrook", J. F. Sears, exec. dir., Redevelopment Agency, City of San Bernardino, Church & E. Sts.

CONN—Plans for early urban renewal projects five communities, S. A. Edwards, Managing Dir., Conn. Development Comm., State Office Bldg., Hartford.—Proj. #Conn. 6-P-3019, \$90,000 for plans est. school to completion at Milford, \$2,627,5000, M. H. MacAuley, Acting Dir. of Finance.

FLA—Proj. #Fla. 8-P-3024 prlim. plans for sanitation system to cost \$2,130,000 for sanitary district. Harris M. Saxon, Chairman, De Land, Fla.—Proj. #8-CH-25(D) construction housing Florida State University, \$1,925,000, J. W. Rollow, Director of Housing, Tallahassee.

GA—\$36,920 grant for plans for u.s. 8 towns in Ga. Scott Candler, Sec., Dept. of Commerce, 100 State Capitol Bldg., Atlanta 3, Ga.

ILL—Proj. #11-CH-83-H, construction Michael Reese Hospital, Chicago, \$315,000, Dr. Morris H. Kreeger, Exec. Dir.—Proj. 11-CH-84(S.) est. \$2,500,000, construction student union bldg. Illinois Institute of Technology, Chicago, R. J. Spaeth, V. P. & Treas.—Proj. #11-CH-78(H), \$387,000 for construction Deaconess Hospital, Freeport, Raymond L. Wine Administrator.—Proj. #PFL-IV-11-66, \$188,000 sanitary system, Town of Wamac, Charles Hodges, Mayor

IND—Prop. #12-CH-46(D) construction at Ball State Teachers College, Muncie, Inc. Dr. John R. Emens, President.

IOWA—Proj. #13-CH-20(D) \$400,000 to finance construction at Grinnell College, Grinnell, Howard R. Bowen, President.

KAS—Prop. #14-CH-43(D) est. \$1,000,000 construction Fort Hays Kansas State College at Hays. M. C. Cunningham, Pres.—Proj. #14-CH-32(S), est. \$1,135,950 for construction and additions University of Kansas, Lawrence, Raymond Nichols, Exec. Secy.

KY—Proj. #PFL-111-15-41, water system improvements, est. \$201,000, at Jefferson-town, C. A. Hummel, Secy. Treas.—Proj. #15-CH-29(D), \$835,000 construction University of Louisville, Louisville, Dr. Phillip Grant Davidson, Pres.—Proj. 15-CH-28(D) construction Morehead State College, Morehead, \$1,150,000, Dr. Adron, President.—Proj. #PFL-111-15-14, for water system, at Mt. Sterling. W. Leonard Daniel, Chrm. Community Facilities Administration, Montgomery Water County District #1.—Proj. #PFL-111-15-72, in excess \$85,000 for construction of water system, Sandy Hook Water District, William R. Redwine, Chrm., Sandy Hook.

LA—Dept. of Public Works preparing plans for development & communities of Baker, Gretna, Morganza, New Roads, St. Francisville and Vinton. Loris M. Winberly, Dir., Dept.

AWARDS PROJECTS PROPOSALS

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

As fence and other similar installations are not ordinarily pointed out but are made part and parcel of projects such as those listed here, this publication does not intend to imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

of Public Works, State of Louisiana, State Capitol Annex Bldg., Baton Rouge.

MD—Proj. #18-CH-16(S), construction at Loyola University, Baltimore, \$801,000, The Rev. James A. McEnerney, President.

MICH—Proj. #20-CH-32(H), for construction at Osteopathic Hospital in Grand Rapids, \$153,000, Philip J. Vicari, Supt.—Proj. #20-CH-37(D), construction for students housing Central Michigan College, Mount Pleasant, \$826,000, Dr. C. L. Anspach, Pres.

MINN—Proj. #21-CH-17(S), construction \$292,000 at Gustavus Adolphus College, St. Peter, Minn. R. W. Lawson, Business Manager.

MISS—Proj. #22-CH-20(S), construction student center building Mississippi State College for Women, Columbus, Dr. Charles P. Hogarth, President.—Proj. #22-CH-16(D), construction of housing, \$1,672,000, University of Miss., Oxford, E. E. Davidson, Comptroller.

MO—Proj. #PFL-V-23-80, construction water system \$99,000, at Fordland, O. B. Brentlinger, Mayor.—Proj. #23-CH-45(D), construction at Stevens College, Columbia, Marion Henley, Director of Buildings and Grounds.

MONT—Proj. #24-CH-16(S), construction student building, \$250,000, Montana School of Mines, Butte, Edwin C. Koch, President.—Proj. #24-P-3013, plans for constr. sanitary system at Butte, Gene W. Daly, Chairman, Board of County Commissioners.—Proj. #24-P-3050, plans for elementary school for Great Falls, School District No. 1, Cascade County, W. Ted Barkhurst, Assistant Superintendent.

N. J.—Proj. #28-P-3063, planning construction sanitary facilities est. \$2,000,000, at Bridgewater Township, Somerset County, C. N. Thompson, Mayor.—Proj. #28-P-3059, plans for sanitary system est. \$1,266,000, Wayne Township, Passaic County, Robert A. Roe, Jr., Mayor.

N. M.—Proj. #29-CH-13(D), at New Mexico Normal University, Las Vegas, construction for student families, \$295,000, Dr. Thomas C. Donnelley, President.

N. Y.—Proj. #30-CH-86(D), construction for 10 teachers colleges, est. \$12,421,000, State University of N. Y., Dormitory Authority, Clifton Fletcher, Administrative Director.—Proj. 30-P-3025, plans for construction water system at East Greenbush, est. \$1,200,000, Richard P. Hughes, Super-

visor.—Proj. #30-CH-74(D), est. over \$7,000,000 construction student bldg., Columbia University, New York City, Joseph P. Nye, Director, University of Resident Halls.—Proj. #30-CH-80(H), construction nurses home etc., Mercy Hospital, Watertown, est. \$500,000, Mother Mary Jean, R. S. M.—Spec. #14668GE, woven wire fence, Sing Sing Prison, Ossining, The Warden.—Contr.

FINETC 58-5, landscaping, fencing and misc., est., \$1,122,000, M. E. Goul, District Engineer, 325 W. Main St., Babylon, L.I., N. Y.—Contr. #FARC 58-170, chain link and ROW fencing, 14.04 miles, James H. Thomas, District Engineer, State Office Bldg., 30 W. Main St., Hornell, N. Y.—Project, Port of New York Authority, est. \$3,300,000 for construction cargo distribution buildings, parking areas, etc., at Port Newark, N. Y. C. address, 111 8th Ave.

N. C.—Proj. #31-CH-31(D), construction North Carolina College at Durham, \$463,000, Dr. A. Elder, President.—Project planned for Consolidated Presbyterian College at Laurinburg, est., \$1,926,000.

OHIO—Proj. #3-CH-73(DS), construction for Denison University at Granville, est. \$2,124,000, A. J. Johnson, Business Manager.—Proj. #33-CH-80(D), construction dormitory wing etc., at Marietta College, Marietta, A. Sidney Knowles, Treasurer.—Proj. #33-CH-75(D), construction at Wittenberg College, Springfield, est. \$750,000, Clarence C. Stoughton, Pres.—Projects est. (in the planning stage) for Kent State University, Kent, est. \$2,500,000 . . . also at Ohio State University, Columbus, \$1,200,000.

OKLA—Project, plan for growth and development of Stillwater with federal grant. Dr. R. Thomas, Director, Dept. of Commerce and Industry, Box 3327 Capitol Station, Oklahoma City.—Proj. #34-CH-17(DS), construction student housing, Northeastern State College, Tahlequah, est., \$1,448,000, Harrell E. Garrison, President.

PA—Proj. #36-CH-82(D), construction students bldg., Chatham College, Pittsburgh, est. \$512,000, Paul R. Anderson, Pres.—Proj. #36-CH-69(S), construction and recreational area, Drexel Institute of Technology, Philadelphia, est. \$1,575,000, Harold M. Myers, Treas.—Prop. #36-P-3149, planning Junior-Senior High School at Littlestown, est. \$1,260,000, Paul E. King, Supervising Principal, Littlestown Joint School Authority.—Proj. #36-P-3140, planning sewerage and sanitary system, Geistown, Richland Township, est. \$2,731,350, A. H. Baker, Pres., Highland Sewer & Water Dist.—Proj. #36-CH-75(H), construction, George F. Geisinger Memorial Hospital, at Danville, est. \$215,000, Graham F. Stephens, Administrator.—Proj. #36-P-3130, sanitary system, Aston Township, est. \$2,700,000, Orris Bacon, Sec., 120 Butt Lane, Chester.—Proj. #36-P-3142, preparing plans school facilities for 3 townships, Bellefonte Area School Authority, John R. Miller, Bellefonte.—Proj. #36-P-3148, planning sanitary system, for Birdsboro, est. \$1,046,000, Lee K. Hook, Pres. of Council.—Proj. #36-CH-78(H), construction, Altoona Hospital, Altoona, est. \$954,000, Bernard F. Carr, Sup.—Proj. #36-P-3124, planning sanitary facilities, Bristol, est. \$2,976,000, Henry Rolfes, Jr., Township Mayor.

S. C.—Proj. #38-P-3006, construction and improvements, at Georgetown, est. \$831,000, Sylvan L. Rosen, Mayor.

S. D.—Proj. #PFL-IV-39-45, construction water system, Tea, est. \$27,500, Henry C. Hagemeyer, Town Board Member.—Project planned, construction, Northern State Teachers College, Aberdeen, est. \$280,000.

Continued on Page 39



CHANGED YOUR ADDRESS LATELY?

We have recently been notified by the P.O. and other sources concerning the changes of address of the firms listed on this page. If you deal with any of these companies it may be convenient for you to note the corrected addresses listed here.

ALABAMA FENCE CO., 1328 4th Ave. W., Birmingham, Ala.
SHEPHERD LUMBER CORP., McRae, Ala.
ALLIED IMPROVEMENT CO., General Delivery, Phoenix, Ariz., from Three Rivers, Mich.
CYCLONE FENCE DEPT., 2532 S. 15th Ave., Phoenix, Ariz.
CYCLONE FENCE DEPT., 2532 S. 15th Ave., Phoenix, Ariz., from Tucson, Ariz.
THE BARNES CO. INC., P. O. Box 7426, Tucson, Ariz.
UNITED FENCE CO., 3023 E. Washington, North Little Rock, Ark., from Memphis, Tenn.
BAKERSFIELD FENCE & MATERIALS CO., 2100 N. Chester, Bakersfield, Calif.
INSCO BLDG. SPECIALTIES, 2536 Castro Valley Blvd., Castro Valley, Calif.
AMERICAN FENCE CO., 1430 E. Broadway, El Cajon, Calif.
CYCLONE FENCE DEPT., P. O. Box 670, Glendale, Calif., from Long Beach.
U-DO-IT MATERIALS CO., 531 Grider, Hawthorne, Calif.
ARROW STEEL FENCE CO., 3427 Whittier Blvd., Los Angeles 23, Calif.
ALCORN FENCE CO., 3340 San Fernando Rd., Los Angeles, Calif. from Long Beach.
LOMITA PLYWOOD & MATERIALS, 1501 W. 8th St., Los Angeles 17, Calif., from Lomita.
PACIFIC FENCE CO., 2840 San Fernando Rd., Los Angeles 65, Calif., from Long Beach.
ROWAND FENCING CO., P. O. Box 755, Menlo Park, Calif.
DEALERS WHOLESALE CO., 1320 W. Broadway, Anaheim, Calif.
ROBERT L. WOLF, 580 Lansing St., Aurora, Colo., from Bountiful, Utah.
LAS ANIMAS LUMBER CO., P. O. Box 187, Las Animas, Colo.
EDWARD LUTZEN, 94 Old Windsor Pl., Bloomfield, Conn., from Hartford.
B. & M. WELDING CO., 40 Gilbert St., New Haven 11, Conn.
STANDARD HARDWARE PRODUCTS INC., Box 26, Station A, New Haven, Conn., from Guilford.
ARTHUR E. LANE MILL SERVICE, 572 Whitney Ave., New Haven, Conn.
GUARDIAN FENCE CO., 707 Harwood Rd., Newport, Del., from Wilmington.
BROWARD SALES CO., 3318 SW 2nd Ave., Ft. Lauderdale, Fla.
BOND HOWELL LUMBER CO., P. O. Box 3067, Jacksonville 6, Fla.
ADAMS BRONZE WORKS, RFD 2, Box 153, St. Augustine, Fla.
COX STEEL & SUPPLY CO., P. O. Box 3141-MSS, Tallahassee, Fla.
PALM BEACH MERCANTILE CO., Rm. 323, 205 Datura St., West Palm Beach, Fla.
AAA FENCE & SUPPLY CO., Box 204, Chamblee, Ga., from Atlanta.
ANCHOR POST FENCE CO., 4740 Miller Dr., Chamblee, Ga., from Atlanta.
WALDEN ORNAMENTAL IRON WORKS, Box 937, Waycross, Ga.

O. E. WRIGHT & CO., P. O. Box 0, Bartlett, Ill., from Belvidere.
CHATHAM LANDSCAPING SERVICE, 8035 Blackstone, Chicago 19, Ill.
LARNE TREE & LANDSCAPE, 1734 Fletcher, Chicago 13, Ill.
NADCO LANDSCAPERS, 3019 Octavia, Chicago 34, Ill.
NATIONAL LANDSCAPING CO., Gold Road, Palatine, Ill.
RAY DAVIS, JR., 806 State St., Bettendorf, Iowa.
COMLEY LUMBER CO., P. O. Box 1579, Wichita 1, Kas.
LINDAS LUMBER CO., 1504½ E. Waterman, Wichita 7, Kas.
P. C. TAYLOR, P. O. Box 21, Alexandria, La.
GRABENSTEIN SHEET METAL CO., Rt. 4, Box 316, Cumberland, Md.
AUGUST SCHACK, 35637 W. Chicago, Livonia, Mich., from Detroit.
ROCHESTER IRON WORKS, 407 4th Ave. S.E., Rochester, Minn.
ROSE BROS. LUMBER & SUPPLY, 187 S. Wabasha, St. Paul 7, Minn., from Minneapolis.
AIRSUN CO., 2605 Western, St. Paul 17, Minn.
VALLEY FENCE, INC., 807 W. Webster, Springfield, Mo., from Grand Junction, Colo.
E. C. ROBINSON LUMBER CO., 4160 Laclede, St. Louis 8, Mo.
CYCLONE FENCE DEPT., Box 542, Omaha, Neb.
MAESK ORNAMENTAL IRON, 39 Celeste, Manchester, N. H.
WALKER BROS. LUMBER CO., 14 Lennox Rd., Summit, N.J., from N.Y.C.
SUNRISE LANDSCAPING CO., 1202 Hyman Ave., Bay Shore, N. Y.
C. Y. CUSHMAN, 1284 Front St., Box 944, Binghamton, N. Y.
HIRSCH-CROMBIE LUMBER CO., 171 West St., Brooklyn 22, N.Y.
AMCO STEEL FENCE CO., 3441 Statesville Rd., Charlotte, N. C.
BURGARD MACHINE SHOP, Box 1312, Jamestown, N. D.
WEIKER GRAIN CO., P. O. Box 187, Van Wert, Ohio.
ECONOMY LUMBER YARD, 6608D N.E. Broadway, Portland, Ore., from Tucson, Ariz.
FEDOR LANDSCAPE CO., 1915 N.E. Oregon, Portland 12, Ore.
MCCARTHY ENTERPRISES, 588 Market St., Kingston, Pa., from Wilkes-Barre.
GENERAL ORNAMENTAL IRON WORKS, RD 5, Meadville, Pa.
JACOBS ORNAMENTAL IRON WORKS, 8807 Calvert, Philadelphia 15, Pa.
BACHMAN'S IRON WORKS, 1806 Fairview, Reading, Pa.
ALUMA RAILING CO., 348 Adams Ave., Scranton, Pa.
MONTGOMERY & CRAWFORD, Aiken, S. C. from Spartanburg.
EAGLE IRON WORKS, P. O. Box 3038, Sta. A, Greenville, S. C.
PARTAIN'S ORNAMENTAL IRON WORKS, City View #16 Henderson, Greenville, S. C., from Anderson.
WICKLIFFE ORNAMENTAL IRON WORKS, P.O. Box 3771, Park Place, Greenville, S. C.
H. W. ROSS LUMBER CO., 535 E. 6th St., Sioux Falls, S. D., from Minneapolis, Minn.
FOSTER'S WELDING SERVICE, 4221 Chapman Hwy., Knoxville, Tenn.
ACE FENCE CO., 1960 S. Bellevue Blvd., Memphis 6, Tenn.
HOME EQUIPMENT CO., 2563 Poplar, Memphis 12, Tenn.
AMARILLO LUMBER CO., Box 27, Amarillo, Texas.
KILLIAN NURSERIES, 11650 Harry Hine Blvd., Dallas 20, Tex.
LONGVIEW CREOSOTING CO., Box 2202 Longview, Tex.
ASME FENCE & HOME IMPROVEMENT CO., 611 N. New Braunfels, San Antonio 2, Tex.

AMERICAN FENCE & HOME IMPROVEMENT CO., 142 Astor, San Antonio 10, Texas.
WASHINGTON FENCE CO., 1808 Gregg, Big Spring, Texas.
BUILDERS BARGAIN SUPPLIES, E 16413 Sprague, Veradale, Wash., from Spokane.
CYCLONE FENCE DEPT., 13440 W. Reichert, Butler, Wis., from Milwaukee.
HABENICHT CONSTRUCTION CO., 1854 W. Fon du Lac, Milwaukee 5, Wis.
WELDCRAFT MFG. CO., 6835 28th Ave., Kenosha, Wis.

CHANGES—Too late to classify.

SOUTHWEST HARDWARE CO., 13827 Carmentia Rd., Box 427, Norwalk, Calif., from Los Angeles.
ADAMS LUMBER CO., P. O. Box 158, Walnut Grove, Calif., from Oakland.
NU-VUE FENCE CO., 6431 N.W. 32nd Ave., Miami 47, Fla.
BOISE BUILDING SUPPLY CO., 6909 Fairview Ave., Boise, Idaho.
FARM BUREAU SERVICE, INC., P. O. Box 1054, Kalamazoo, Mich.
A. B. C. FENCE CO., 907 Solano St., Las Cruces, N. M.
NEW-TOWN GARDEN SERVICE, 42-27 162nd St., Flushing 58, N. Y., from Bayside.

AWARDS-PROJECTS ETC. Cont'd. From Page 38

TENN—Proj. #40-CH-30(D), construction, University of Tennessee, Knoxville, construction, est. \$2,000,000, C. E. Brehm, Pres.—Proj. #40-CH-20(DS), construction etc., Bethel College, at McKenzie, est. \$385,000, Dr. Roy N. Baker, Pres.—Proj. #PFL-111-r-74, construction water system, Riceville, est. \$124,000, E. R. Lingerfeld, Sec. Treas., Riceville Utility District, McMinn County.

TEXAS—Proj. #41-CH-81(DS), construction at Sacred Heart Dominican College, Houston, est. \$743,000, Sister M. Perpetua, Pres.—Proj. PFL-V-41-84, construction water system, La Pryor, est. \$173,000, Zavala County Water Control & Improvement Dist. #1, W. D. Cornett, Pres.—Proj. #PFL-V-41-105, filtration plant and water system, at Paint Rock, Frank C. Coker, Pres., Concho County Water Control, Dist. 1.—Projects in Planning Stage, construction, Lamar State College of Technology, Beaumont, est. \$820,000—Stephen F. Austin State College, Nacogdoches, est. \$550,000—University of Corpus Christi, Corpus Christi, est. \$346,900.

VT—Proj. #43-P-3021, planning constr. sewage treatment plant at St. Albans, est. \$645,000, Roland E. Keenan, Mayor.—Project planning stage, constr., St. Michaels College, Winooski.

WASH—Proj. #45-CH-31(D), construction, Central Washington College of Education, at Ellensburg, est. \$1,260,000, Robert E. McConnell, President.—Proj. #45-CH-32(D), construction, St. Martin's College, at Olympia, est. \$675,000, Damian Gleen, President.

W. VA—Proj. #46-CH-24(D), construction, Morris Harvey College, at Charleston, est. \$350,000, Leonard Riggleman, President.—Proj. #46-P-3021, sewage plant at Wellsburg, est. \$1,193,500, Charles McDonald, Mayor, Chrm. Waterworks System.

WIS—Proj. #47-P-3010, preliminary planning refuse disposal system, storage facilities, etc., at Milwaukee, est. \$8,300,000, John E. Kalupa, City Comptroller.

EDITOR'S NOTE—The projects listed in this issue are of a long range nature in most instances and worthy of investigation. We assume for example, that a project such as school construction or a water system will include fence installations. We have therefore published those projects which may be of interest to our readers. THE LOSS OF TIME entailed from the time of receipt of current project information requesting bids, to the time of printing it in a monthly publication often makes the publication of such information valueless.

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Sirs:

I have just received a copy of your trade journal from one of our good fence customers. This has been read searchingly from cover to cover and we feel that you have an excellent publication with real constructive merit. Congratulations! The only bones we are picking, is the lack of mentioning British Columbia Red Cedar fence products. Believe in the issue we read it was mentioned only once or twice. From our standpoint Western Red Cedar is one of the finest and most attractive of fence materials available anywhere and will last as long or longer than other wood products. W. C. Hobart, Pres.,

Hobart Lumber Co. Inc.
P. O. Box 311, Snohomish, Wash.

LETTERS



The editors of Fence Industry extend their apologies to all those subscribers whose letters do not appear in this column this month. Space limitations made it impossible to print all of the letters received. — If there is a specific problem or hard-to-find product — Send it to the LETTERS EDITOR for publication.

Sirs:

I have thoroughly enjoyed reading all of the issues received to date of your trade journal. I just can't wait to see the next issue.

Alger H. Johnson, Oakland Fence Co.,
5011 E. 8 Mile Rd., Van Dyke, Mich.

Sirs:

I have just finished writing to Larston Farrar, who writes for your publication from Washington, D. C. We worked together on The Birmingham Age-Herald in the 30's. He saw my name in the Hackney Hardware & Supply article and wrote to ask if I was the same fellow. I was and I remembered him well. Your magazine fills a long-felt need and I wish you every success. As I travel through the country, I will do all I can to promote it. Much luck and best wishes.

Cecil F. Hackney

L. Carver Stamping Co.,
116 Graymont Ave., N.,
Birmingham 4, Ala.

Sirs:

We have tried to locate 6' snow fence but have been unable to find a source for same. Can you advise us where we may obtain it. We are interested in buying 1000' now and more in the near future.

J. E. Wyant, Mgr.,

John Dieckman & Sons,
Landscape & Garden Center,
P. O. Box 2067, Elm Grove, W. Va.

Sirs:

I was quite pleased with the contents of your last issue, especially for the inclusion of much valuable data on wood fences, in which I specialize exclusively. I am corresponding with your advertisers and particularly want offers on mechanical post-hole diggers. I noted the display panel of fiberglass on page 9 November issue. As I am the local agency for "Rippolite" fiberglass panels I will install similar displays here. Curtis E. Wagner, Landscape Designer,
63 E. Cuyahoga Falls Ave.,
Akron 10, Ohio

Sirs:

I would like very much to know the best sources of supply for redwood fence materials. I am interested mostly in the basket weave products.

J. E. Williams, Ozark Fence Co.
1645 E. Kearney, Springfield, Mo.

Sirs:

I read with considerable interest your article "Reporting the Texas Fence Market." I am one of the pioneers of chain link fencing in this area and have been in this one location for 25 years. We are manufacturers and erectors of complete fences and one industrial job which we are very proud of is the fencing of the Dallas-Fort Worth Turnpike. We have a new fence product for the industry which is creating much interest, it is a steel slat to be woven into the chain-link which makes a very attractive screen in colors.

W. T. Cox, The Cox Fence Co. of Texas,
2425 Pacific, Dallas 1, Texas

Sirs:

We are seeking a source of supply for barbed-wire arms that will fit over the standard steel drive posts (tee). Can you suggest any sources?

H. A. Bell, Bell-Stewart Fence Co.,
3rd National Bldg., Dayton, Ohio

Sirs:

At this time our organization would like to thank you for the presentation on our company in "Observations" November issue. We are very proud of our display and showroom and if we have passed along this idea and if it is of help to other fence dealers, we will be most gratified.

Robert Milligan, Cape Cod Fence Co.,
Route 28, South Yarmouth, Mass.

Sirs:

We want to congratulate you people in coming up with a publication such as yours. We are very sure it has a bright future, it fills a void, it is very well gotten up and is bound to succeed. We expect to use it.

C. B. Hurd, Hurd Lumber Co.,
303 Fratt Bldg., Billings, Montana

Sirs:

I like your magazine very much. Please enter my subscription. Perhaps our product would be of editorial interest to your readers since there is nothing else like it on the fence market. We make the only all aluminum picket fence legally on sale today. We own covering patents and design includes patented expansion joints to prevent warp.

T. R. Cofield, V.P.,

The Aluminum Fences, Inc.,
1101 W. Cross St., Baltimore 30, Md.

Sirs:

I received a copy of Fence Industry from my father, owner of Michael Cerverizzo & Sons (fences), 642 E. 88th St., Brooklyn, N. Y. I have been seeking a magazine of this type ever since I sold my first fence. Although I am in the service now, you have no idea of how happy I was to receive a copy in the mail today. I always had a lot of ideas about the fence business and I am sure that I will learn much more from the pages of FI. It is good to know that we fence people now have a magazine through which we can exchange ideas. Pvt. Edward Cerverizzo, Fort Bliss, Texas

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Volume buyers and a lucrative market for barbed wire, farm fences, posts, electric fences, tools, nails, brads and a host of other products allied the business of erecting fences.

5 WHOLESALERS

Distributors, jobbers, importers, exporters, sales agencies and manufacturers of fence materials, equipment and fittings who are not in the business of erecting fences.

6 ORNAMENTAL IRON

The fabricators and shops that are engaged in the production of fence, gates, fittings and ornamentation and their installation. Many in this category erect wire, chain link and aluminum fences.

7 GOVERNMENT AGENCIES

Federal, state, county and city purchasing agents. County agents, engineering and park superintendents including park commissioner's offices.

8 WOOD FENCE

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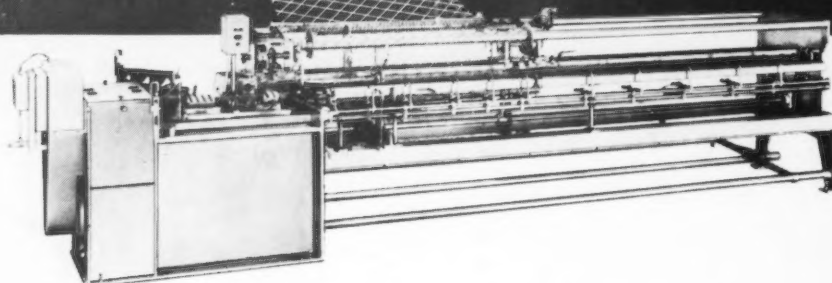
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